

GRAIN DEALERS' JOURNAL

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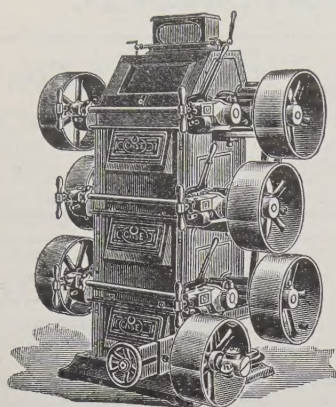
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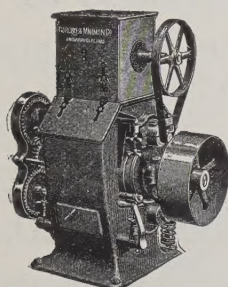
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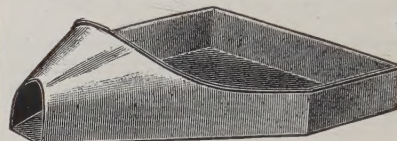
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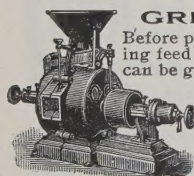
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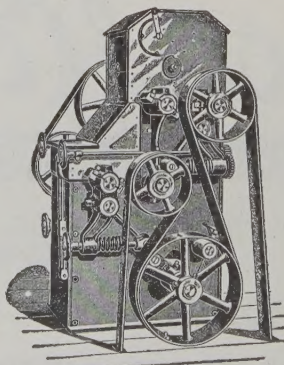
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WE BUILD THIS STYLE MACHINE ENTIRELY OF IRON AND STEEL.

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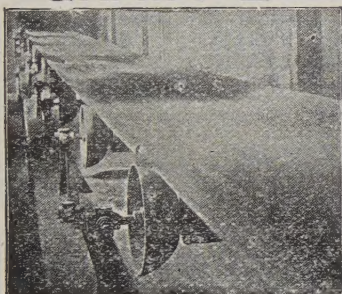
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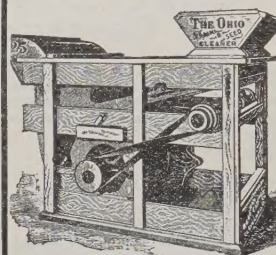
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From 50 to 1,000 Bushels per Hour Capacity.

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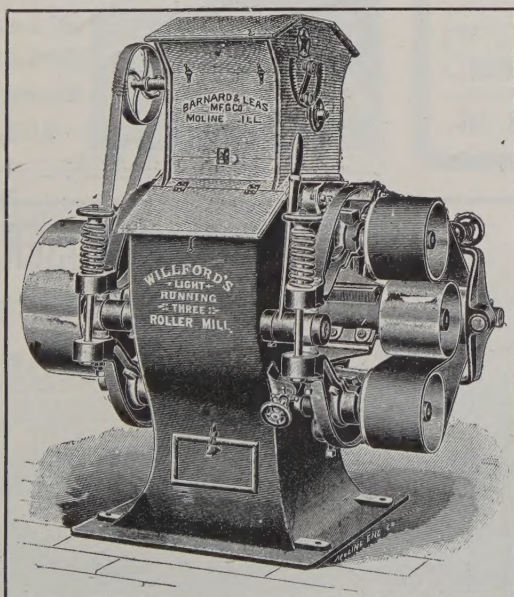
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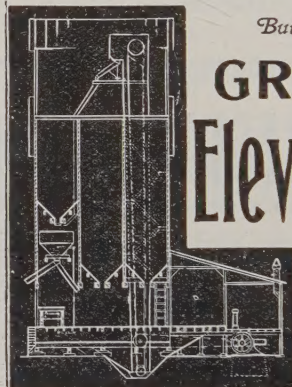
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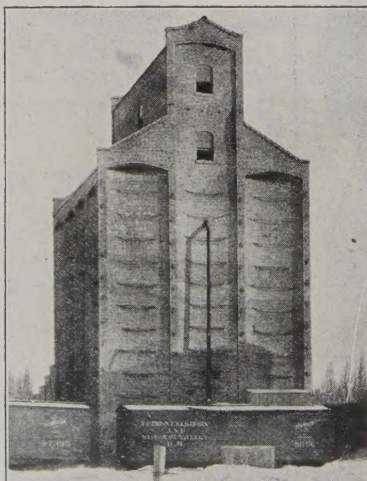
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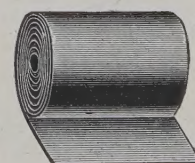
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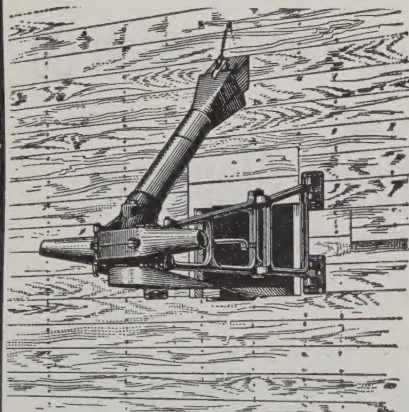
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General Office and Factory,
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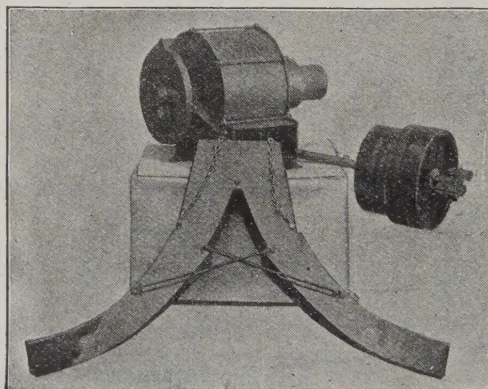
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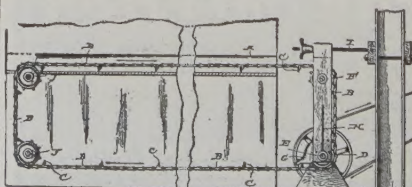
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CAR LOADERSLOAD MORE GRAIN, IN LESS
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White's Wheat Flakes

Is the most palatable cereal food on the market. A trial will convince you.
If your grocer does not keep it, write

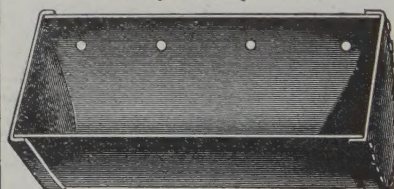
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SUPPLIES of all kinds.

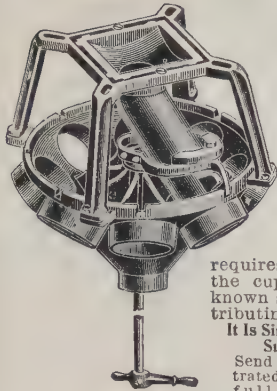
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Cheapest because one will do the distributing of many spouts of other patterns. Can be closed up to occupy one-fifth of the length when extended.

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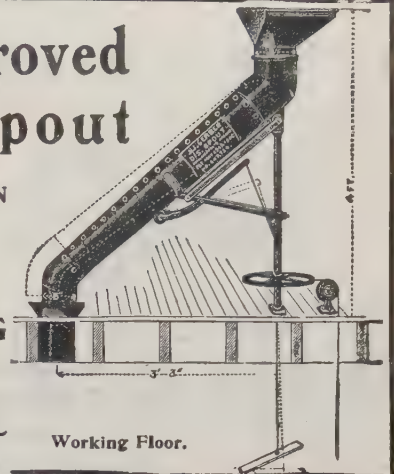
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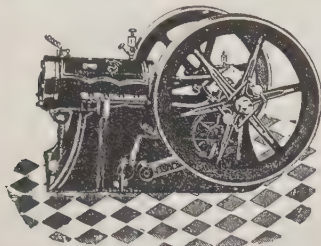
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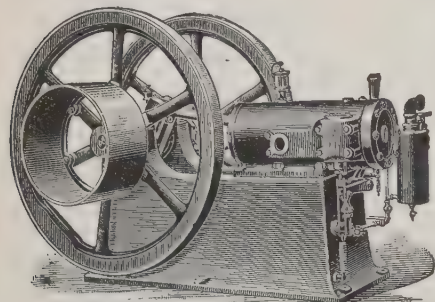
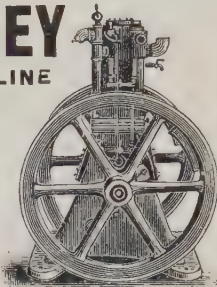
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It will please you if you give it a trial, and that is all there is to it. Write for catalog and prices. Lambart Gas and Gasoline Engine Co., Anderson, Ind.

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MOST POPULAR AND RELIABLE FOR

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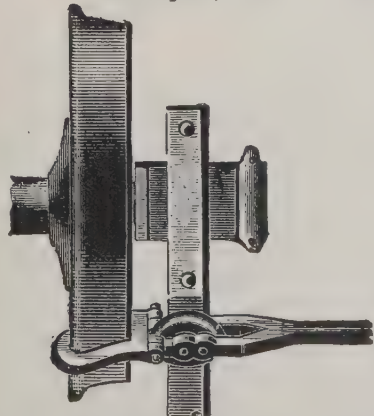
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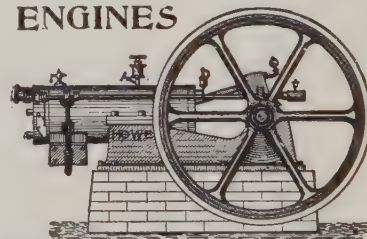
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Wagon, Dump, Hopper
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Double or Compound Beams

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THE CHEAPEST POWER PLANT ON EARTH

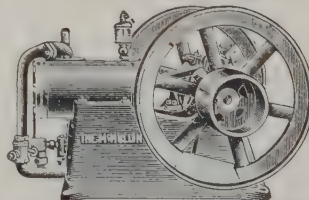
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Is better adapted to the needs of the grain elevator man than any other.

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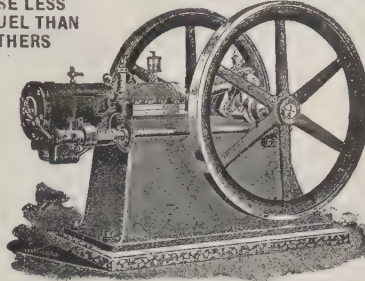
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USE LESS
FUEL THAN
OTHERS



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34-36 So. Canal St. CHICAGO, ILL.

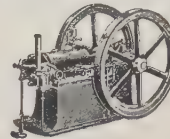
BRUNNER ELEVATOR ENGINE

FOR GRAIN ELEVATORS.

From 1 to 30 H. P.

Write for descriptive circular.

CHARLES BRUNNER, Mfr.,
Peru, Ill.



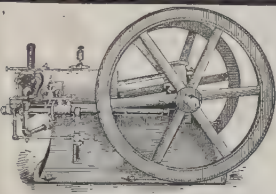
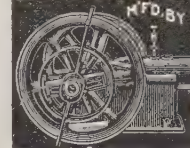
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MFD. BY LENNOX MACH. CO.

MARSHALLTOWN, IA.

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Especially adapted for elevator use.

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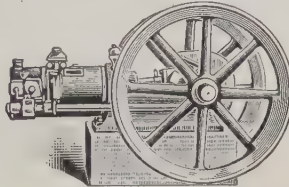
GRAIN DEALERS COMPANY
255 La Salle St. CHICAGO, ILL.

RHINEBECK WATER COMPANY, RHINEBECK, N. Y.

March 10th, 1902.

OTTO GAS ENGINE WORKS, Philadelphia, Pa.

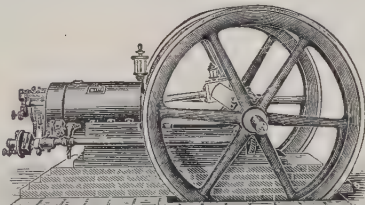
GENTLEMEN:—Sunday, March 2d, our pumping station, which contains one of your engines for auxiliary power was burned to the ground. The engine, which was in the hottest part, was only damaged to the extent of having the babbitt melted out of the pump hanger and plunger bearing, the temper taken out of several springs, and the washers in the gasoline pump damaged. Repairs were made as soon as possible and Wednesday morning, 3 a. m., the engine and pump were successfully started, the same running without stop, skip or slow down, 85½ hours. It is now being run 16 hours a day.



We think it is remarkable that the engine was not ruined, and still more so its performance as noted above. We wish to express our appreciation of the satisfactory manner in which this engine has run ever since we have had it, and especially its recent performance. Very respectfully,
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WITTE GASOLINE ENGINES

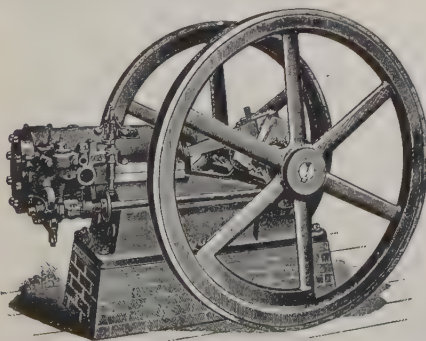
Electric Ignition; well balanced; always ready to operate on a moment's notice; 12 years' test; thousands in use.

Buy Something With a Record.

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Catalog I.



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heavy and substantial; high grade;
thoroughly guaranteed; electric or
tube igniter.

Sizes, 5 to 60 H. P.

If interested write for particulars to
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By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

FOR SALE BY

GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

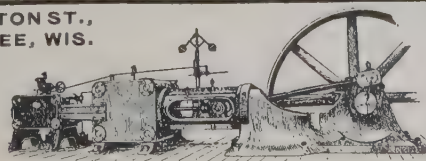
THE VILTER MFG. CO. 836 CLINTON ST.,
MILWAUKEE, WIS.

Corliss Engines

BOILER, HEATERS and PUMPS.

"EASY" CAR PUSHER, \$5.00

Perfect device. Order one on trial.



The CLIPPER

Stands without an equal for the economical and successful cleaning of all kinds of Grain, Flax, Timothy, Clover and all fine seeds, also for Beans, Peas and Corn.

Our machines require a small amount of power, and the quality of their separations have not yet been equaled by any Cleaner.

A TESTIMONIAL.

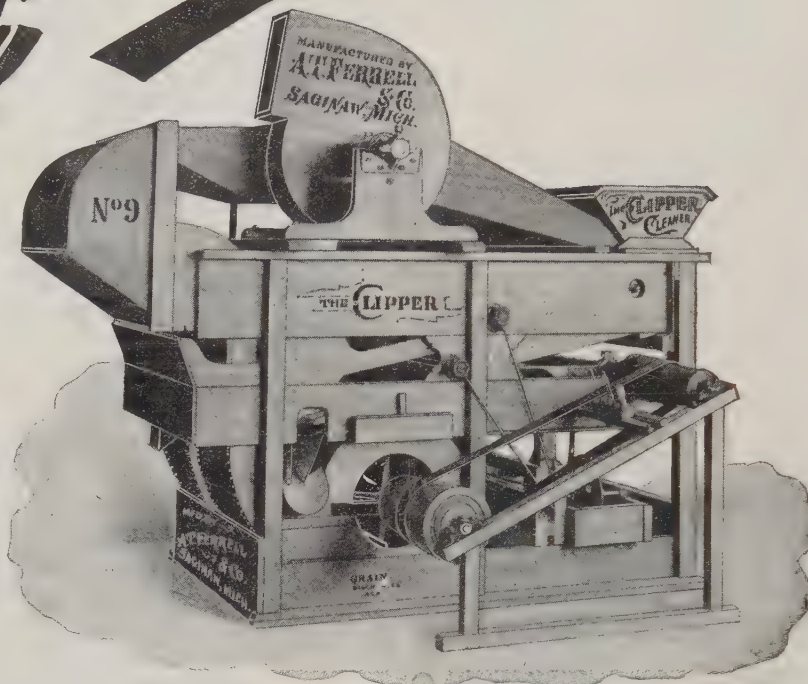
Bluffton, Indiana, March 20, 1902.

A. T. FERRELL & Co.,
Saginaw, Mich.

Gentlemen:—We are glad to be able to say a good word for the Clipper Cleaners. We have been using them for the last fifteen years and they have never failed us. We recently put in one of your new No. 9 Specials with Dustless Attachment and Traveling Brushes. It has more than met our expectations, and we have found it perfect for cleaning of grass seeds. For our use, we have found the Clipper entirely satisfactory in every respect. Yours truly,
(Signed) STUDEBAKER, SALE & Co.

Our Sample Plate of perforations mailed upon request. Write for catalog.

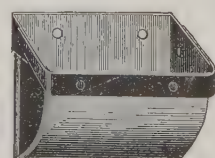
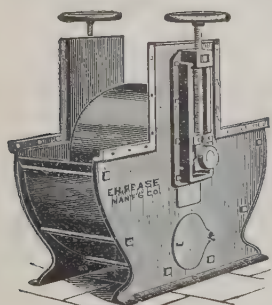
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SAGINAW, MICH.



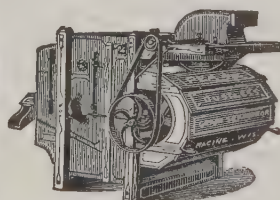
No. 9 Special Cleaner with Traveling Brushes, Special Air Controller and Dustless Attachment.

Write **MARSEILLES MFG. CO., Marseilles, Ill.** For Catalog and Prices of . . .

ELEVATOR MACHINERY AND SUPPLIES

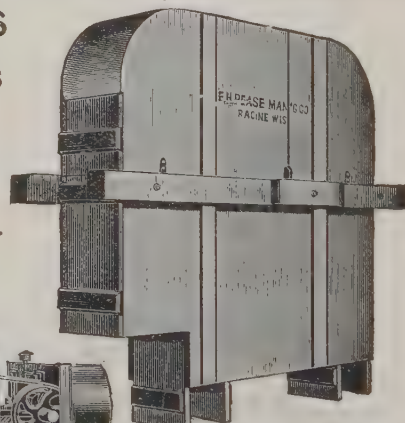


ELEVATOR CUPS OF ALL SIZES AND KINDS.



Fanning Mills AND Warehouse Cleaners of Every Description.

SPECIAL SIEVING TO ORDER.



BOOTS EITHER WOOD STEEL or CAST IRON.



New Process Corn Shellers and Cleaners.

FURNISHED EITHER AS

Combined or Separate Machines Also with or without HUSK SEPARATING ATTACHMENT.

Motive Power and Power Transmitting Appliances, Including,

STEAM ENGINES
BOILERS AND PUMPS
GASOLINE ENGINES
HORSE POWERS

SHAFTING
WOOD PULLEYS
IRON PULLEYS
HANGERS

PILLOW BLOCKS
SET COLLARS
SPROCKET WHEELS
FRICTION CLUTCHES

JAW CLUTCHES
COUPLINGS
GEARING
TIGHTENERS

BELTING

CHAIN
RUBBER
COTTON
LEATHER



Heads, Distributing Spouts, Indicators

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

ONE elevator that is a moneymaker sure, for sale. W. A. Thompson, Attica, Ind.

ELEVATOR and coal business for sale. Only one in the town. Lehan Grain Co., Dunlap, Ia.

EASTERN ILLINOIS elevator for sale on main line of Big 4. Address J. T. Powell, Vermilion, Ill.

ILLINOIS elevator at great sacrifice, or exchange for real estate. Must be sold. W. L. Cadle, 440 Canal st., Chicago.

ELEVATOR of 14,000-bu. capacity in wheat belt of Oklahoma for sale; a snap if taken at once. W. M. Black, Garber, Okla.

ELEVATOR FOR SALE in the best grain-producing portion of Kay county, Okla. For particulars, address Lock Box 265, Ponca City, O. T.

THREE ELEVATORS for sale in the best grain belt in the state of Indiana. Money-makers. Address C. B., box 6, care Grain Dealers Journal, Chicago.

INDIANA elevator for sale. Good location, large territory and doing a good business. Address H. A. L., box 1, care Grain Dealers Journal, Chicago.

ELEVATOR, coal business and my residence property; elevator new, 10,000 bu.; south central Neb. Price \$5,000 if sold in the next thirty days. David Black, Spring Ranch, Neb.

ELEVATOR, residence and corn cribs for sale, price, \$3,000. Elevator cap. 10,000, corn cribs 7,000 bu. Located on Iowa Central. Y. L., box 7, care Grain Dealers Journal, Chicago.

ELEVATOR for sale, eastern Iowa county seat, \$8,000; handled 250 M last year, profit \$5,000. Four in eastern Ill., one in Ind. All money makers. Aaron Smick, Decatur, Ill.

SMALL country elevator for sale; coal bins, general store and stock business. In the banner wheat county of Kansas. Address O. K., box 5, care Grain Dealers Journal, Chicago.

ELEVATOR, capacity 30,000; cribs, 10,000. Town ships 600 cars annually. Must be sold at once account ill health. Price, \$6,000. Address Berg, box 7, care Grain Dealers Journal Chicago.

TWO HAY barns at Wolcott and one at Remington, Ind., for sale at a bargain. Well located for either hay or grain business. Must be sold quick. Address Snap, Box 14, Grain Dealers' Journal, Chicago.

NICE little elevator at good grain station on the Rock Island in Oklahoma. Storage 12,000 bu.; plant in good condition, and 12-h.p. gasoline engine new last year. Price \$2,500. Address Rock, 72 Traders bldg., Chicago, Ill.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

ELEVATORS FOR SALE.

ILLINOIS elevator for sale, on Ill. Cent. R. R., in best corn and oats country; price, \$7,000. Everything first class; 50,000 crib room, 4 dumps, car loader, hopper scales; good coal trade. Address B. & B., 72 Traders bldg., Chicago, Ill.

ON ACCOUNT of poor health, I offer my 22,000-cap. elevator for sale at a bargain. Never handle less than 100,000 annually. Located in Lac qui Parle Co., Minn., crop failure unknown. Address Ship, box 6, care Grain Dealers Journal, Chicago.

I WILL SELL, if deal can be closed this month, my elevator and lumber yards at Britt and Duncan, Ia.; also residence. This is a proposition worthy of investigation to party wishing to give personal attention to business. Call or address owner, C. M. Gowdy, Britt, Ia.

ELEVATOR for sale, \$4,000; capacity 10,000 bu.; Victor Corn Sheller 3,000 bu. per day; chop mill 20 tons per day; wheat cleaner; corn cribs with dumps; 2,000-bu. Fairbanks Scale; Mo. Pac. siding whole length of plant; 25-h.p. engine; coal houses and separate building for office. C. D. Whiting & Co., Lee's Summit, Mo.

THIRTY ELEVATORS, an established elevator line, including a large shelling and cleaning house, located on the Chicago Great Western Railway Line between Minneapolis and Oelwein, Iowa. For particulars address the undersigned, No. 100 Corn Exchange, Minneapolis, Minn. Fred C. Van Dusen, P. B. Smith, assignees.

ILLINOIS elevator, 25,000 bu. capacity, including corn meal mill, corn shelling plant, corn cribs, livery barn and store building, located in a thriving town in the corn belt; control the situation on two good railroads; no competition. Price, \$8,000. Anyone interested can learn full particulars by addressing Hutchinson & Hitchcock, Rooms 5 and 7, Hamlin bldg., Peoria, Ill.

ELEVATOR of 14,000 bu. capacity with a store building in connection for handling seeds and feed, located in a thriving western town and doing a splendid business, for sale; \$8,000. A fine opportunity for some one. To any one interested full particulars will be given. Address A. S. E., box 6, care Grain Dealers Journal, Chicago.

STEEL ROOFING



Strictly new, perfect, Semi-Hardened Steel Sheets, 2 feet wide, 8 feet long. The best Roofing, Siding or Ceiling you can use. No experience necessary to lay it. An ordinary hammer or hatchet the only tools you need. We furnish free with each order sufficient paint and nails. Comes either flat, corrugated or "V" crimped. Delivered free of all charges at the following prices

TO ALL POINTS IN

INDIANA, ILLINOIS,
WISCONSIN, MICHIGAN,
OHIO, IOWA, WEST
VIRGINIA,
Per Square, \$2.35.

PENNSYLVANIA, NEW
YORK, NEW JERSEY,
MARYLAND, KENTUCKY,
MISSOURI, MINNESOTA,
Per Square, \$2.50.

Prices on other States on application.

A square means 100 square feet. Write for free catalogue No. 326

CHICAGO HOUSE WRECKING CO., W. 35th and Iron Sts., Chicago

ELEVATORS WANTED.

WANTED to lease an elevator in Illinois. Box 556, Minonk, Ill.

GRAIN elevator wanted to buy. Give full particulars first letter. M., box 7, care Grain Dealers Journal, Chicago.

WANTED—Good elevator doing good business. Will buy or rent. Address Wm. Thomas & Son, Graettinger, Ia.

ELEVATOR wanted at good grain point. Give particulars. P. H. Daub, Helena, Ohio.

WANTED, to list your elevators for sale. Have cash buyers. Aaron Smick, Decatur, Ill.

WANTED TO BUY, 1 to 4 elevators in good grain country, Ill. or Iowa; give particulars in first letter. Dan Davis, Stuart, Iowa.

TWO or three grain elevators wanted in northern Iowa, or southern Minnesota. Address S. D., box 2, care Grain Dealers Journal, Chicago.

WANTED—An elevator in Indiana that will handle at least 100,000 bushels per annum. Would prefer central or western portion. J. W. Chambers, Des Moines, Ia.

ELEVATOR wanted to buy for cash in central Indiana town of 4,000 or larger. Must do good business; give particulars first letter. M. C. F., box 5, care Grain Dealers Journal, Chicago.

TO EXCHANGE, for elevator in Ia. or Minn., ¼ sec. unincumbered land in good county of Kan.; price, \$2,200. Would put in \$1,000 cash for right plant if necessary. Address Lock Box A, Minburn, Ia.

IF you want to sell your elevator, advertise in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Elevator Exchange, 72 Traders bldg., Chicago, Ill.

ELEVATORS FOR RENT.

WELL ESTABLISHED grain and storage business in large city for sale to party who can rent warehouse and elevator for term of years. Place well equipped with feed, grist mill, cleaner and dryer. Storage capacity about 75,000 bushels. Apply to F. B. Weeks, box 551, Houston, Tex.

A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

SPRINGFIELD 10-h. p. Gas Engine, \$275. Carl Anderson Co., 23 N. Clinton st., Chicago.

EIGHT h.p. Charter Gasoline Engine for sale. W. S. McKinney & Co., 204 Dearborn-st., Chicago.

GASOLINE engines, all makes bought, sold, rented and exchanged. McDonald, 36 W. Randolph-st., Chicago.

SECONDHAND GAS and gasoline engines bought, sold or exchanged. J. M. Johnston, 217 Lake st., Chicago.

FOR SALE—20-h.p. Atlas Semi-portable Engine and boiler on skids; A1 condition. J. D. Wallace, Champaign, Ill.

BOILER for sale, 60-h. p. tubular, 50 in. diam., 15 ft. long. McReynolds & Co., 313 Western Union Bldg., Chicago.

SECOND-HAND Lewis gas or gasoline engine, No. 15, 20-h. p., in good shape. Rider Grain Co., Kentland, Ind.

OTTO Gas Engine, 15 h.p., with new cylinder, new cylinder rings and new piston; engine in first-class order; price, \$275. F. M. Hamilton, Mays, Ind.

TWENTY gasoline engines for sale, 6 Ottos, 2 Fairbanks-Morse, 12 Daytons. Write for catalog 326. Chicago House Wrecking Co., West 35th and Iron sts., Chicago.

ONE 22-h. p. Weber Gas or Gasoline engine complete in every respect, with tube ignition and all tanks, pipes, pulleys, muffler, etc., for sale. A bargain, \$350 net cash on delivery. Witte Iron Works Co., Kansas City, Mo.

FOR SALE or exchange for a 6-h. p. gasoline engine, a 16-h. p. center-crank steam engine with 20-h. p. boiler. Boiler only used 6 months. Entire outfit in first-class condition and now in use. Way-Johnson-Lee Co., Minneapolis, Minn.

FOR SALE—Secondhand gasoline engines, 1 to 50 h. p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

GASOLINE engines for sale: 25-h. p. Charter, 12-h.p. Charter, 6-h.p. Charter, 17-h.p. New Era, 10-h.p. Otto, 8-h.p. Pierce, 4-h.p. Pease, 3-h.p. White; No. 1 Willford 3-roller Mill, No. 2 Willford 3-roller Mill; 4-roller Mill; 2-h.p. marine engine and boiler; 7x10 steam engine and 20-h.p. boiler; 35-h.p. steam engine and 60-h.p. boiler. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—One upright 12-h. p. submerged flue boiler, complete in every respect. Has only been used a few weeks. The shell shows its new condition; an A No. 1 boiler, far better than usual; \$125 net cash. Also one 10-h. p. center crank horizontal engine in fair working order; will sell it for \$75 or will put it in first-class order for \$100. Witte Iron Works Co., Kansas City, Mo.

ENGINES WANTED

AUTOMATIC OR CORLISS Engine of about 100 h. p. wanted. Address T. G. White, Marion, Ia.

SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

FAIRBANKS Scale for sale, 10-ton, compound beam, 22-ft. platform. J. A. Snyder, Leipsic, O.

EIGHTY-ton, 42-ft. Fairbanks Track Scale for sale; bargain. A. F. Chase & Co., agents for Monarch Scales, 215-3d st. So., Minneapolis, Minn.

ONE thousand bushel hopper scale, with patent self-registering beam and leveling device, \$175. Address Barry-Wehmiller Machinery Co., St. Louis, Mo.

THREE 40,000 capacity Fairbanks Hopper Scales, good as new. We found it necessary to replace them with larger scales and will sell at a great sacrifice. Address J. F. Harris & Co., Burlington, Ia.

REFITTED R. R. track, hopper and wagon scales; Howe, Fairbanks and Buffalo makes; good as new and will be sold cheap. All sizes in stock new of our own make. U. S. Scale Co., Terre Haute, Ind.

SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

MACHINES WANTED.

MACHINES left standing idle will deteriorate, increase your fire hazard and the cost of insurance. Sell them; get them out of your way; put your money where it will earn something. Advertise in the "Machines for Sale" column of the Grain Dealers Journal.

COAL SALES BOOK

FORM 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping, and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the Journal from which the posting is done.

It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½ x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

FOR SALE BY

Grain Dealers Company,

255 La Salle St.

CHICAGO, ILL.

MACHINES FOR SALE.

SCHROEDER Patent Grain Dump and Power for sale. J. J. Hadley, Osco, Ill.

FEED MILL for sale cheap: Nordyke & Marmon 2-pair high roller mill. J. W. Simmons, Pemberton, O.

METCALF Bifurcated Car-Loaders for sale; bargain, secondhand. T. V., box 6, care Grain Dealers Journal, Chicago.

THE "EUREKA" Double Shoe Compound Motion, Two Fan Separator. Very cheap. Address W. H. Moorhead, 56 Traders' building, Chicago, Ill.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

OAT CLIPPER for sale, No. 9, latest improved Monitor, never been run. Or exchange for feed mill with capacity of 5 to 7,000 lbs. per hour. Address Clipper, box 7, care Grain Dealers Journal, Chicago.

ATLAS 30-h. p. engine; 20-h. p. boiler; No. 3 Eureka Receiving Separator; two Sinker & Davis Ear Corn Feeders, and No. 1 McGrath's Corn Sheller; all in good condition, cheap. W. H. Aiman, Pendleton, Ind.

PORTABLE corn sheller mounted on wheels for sale. The Sandwich Mfg. Co.'s No. 2 will easily shell 3,000 bu. corn in ten hours, and clean it in a first-class manner for the market. It is new and only run to shell 15,000 bu., and is in perfect order. Price, \$200. H. C. Tinkham, Latty, Ohio.

ENTIRE OUTFIT of machinery from cleaning elevator at McGregor, Ia., including 50 horse engine, 75 horse boiler, 2 R. R. track Howe Scales, cleaners, elevators, car pullers, steam shovel, belting, shafting, etc. At very low price; in good repair and a bargain to any one about to build. L. N. Loomis, 326 Flour Exchange, Minneapolis, Minn.

Weevil Killed

All insects infesting grain or grain elevators can be killed by using

"FUMA"

BISULFIDE OF CARBON

which is prepared especially for ridding grain elevators and mills of these pests.

If you don't want your grain graded "Rejected" on account of weevil, write for relief to

EDWARD R. TAYLOR,

Manufacturing Chemist, - Penn Yan, N. Y.

LUMBER and MATERIAL FROM THE BUFFALO EXPOSITION.

We purchased the buildings and property formerly owned by the exposition and now offer for sale 33,000,000 feet of fine seasoned lumber. Thousands of Sash, Windows and Doors, Engines, Boilers, Pumps and Machinery in general. Mile upon mile of Iron Pipe, Electrical apparatus of various kinds, Fire Apparatus, Iron Beams, Trusses, Columns, Benches, Builders' Hardware and thousands of other items too numerous to mention. All of the above will be included in our Exposition Catalogue, mailed on application. OUR PRICES WILL ASTONISH YOU

CHICAGO HOUSE WRECKING CO., Pan-American Dept. No. 78, BUFFALO, N. Y.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

GRAIN FOR SALE.

CLOVER and timothy seed for sale. Schlatter & Seaward, Bellevue, Iowa.

MILLET seed for sale; 1,000 bu. good German millet. J. J. Hadley, Osco, Ill.

Four hundred bu. spring rye for sale at 70 cts. per bu. Will sell in any size lots, bags extra. Curtis Bros., Reed City, Mich.

MILLETS, DARK HUNGARIAN and SPELTZ for sale, carloads or less. Reasonable prices. Northrup, King & Co., Seedsmen, Minneapolis, Minn.

SNOW WHITE DENT CORN is by far the best milling corn in the world, also many other varieties for sale, by the originator. Catalogue and samples free. Suffern, The Corn Breeder, Voorhies, Ills.

SEED CORN, Michigan grown, is the earliest and produces large crops. Hammond's 60-day Flint, American Pride, Race Horse Dent and Thoroughbred White Dent are the 4 famous varieties to-day. Harry N. Hammond Seed Co., Ltd., Box 265, Bay City, Mich.

COW PEAS for sale. There is no crop sown that will produce more tons of feed suitable for all kinds of farm live stock than cow or stock peas and in addition they are worth cost as a fertilizer to the soil. Send for our circular "Forage." W. H. Small & Co., Evansville, Ind.

TIMOTHY, CLOVER and all kinds of farm seeds, seed corn, etc. I have choice seed corn and will sell in car lots or less to suit purchaser. Choice Seed Barley, Wheat and Oats in any quantity and prices the lowest. Get my prices and samples before buying. Dealers supplied promptly. E. B. Michael, Storm Lake, Iowa.

GRAIN WANTED.

WANTED, straight, dark mixed oats. Send samples and quotations. W. H. Small & Co., Evansville, Ind.

GERMAN and common millet and Hungarian, and No. 2 and 3 rye, wanted. W. H. Small & Co., Evansville, Ind.

WANTED—Grain and hay connections for large jobbing trade. Quotations desired at once. A. M. Walthour, Broker, Jacksonville, Fla.

SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS JOURNAL

OF CHICAGO.
COSTS 15 CENTS PER LINE.

HELP WANTED.

BUYERS WANTED—Competent men for our new stations. W. P. Devereux Elevator Co., Minneapolis, Minn.

WANT a good man to run steam elevator plant. Give age, experience and reference. Address Lock Box 386, Fowler, Ind.

WE WILL NEED two or three practical men with lumber and grain experience for country stations. Nye & Schneider Co., Mason City, Ia.

A GRAIN BUYER wanted to run country elevator; must have experience; permanent position for the right man. The Wallace Co., Port Austin, Mich.

MAN WANTED as engineer in an elevator; good, active young or middle-aged. State references and salary wanted. E. A. Maust & Son, Falls City, Neb.

GRAIN BUYER wanted for our cereal and feed mill. State experience, age, references and salary; also any experience in freights. H-O Mills, Buffalo, N. Y.

STEADY MAN for grain elevator and lumber yard. State experience, salary expected and where last employed. Address Elevator, box 6, care Grain Dealers Journal, Chicago.

TRAVELERS who call on country grain dealers can easily make something on the side and at the same time promote their regular business. Address Side Line, Box 12, Grain Dealers' Journal, Chicago, Ill.

MILLS FOR SALE.

EIGHTY-bbl. mill, 10,000-bu. elevator in connection with mill; steam power; in best grain section of Nebraska. For particulars address Miller, box 7, care Grain Dealers Journal, Chicago.

SITUATIONS WANTED.

POSITION wanted in country elevator as buyer and elevator man. Three years' experience and best of reference. Address O. W. L., Box 2, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

POSITION wanted in country elevator as buyer and elevator man. Three years' experience and the best of reference. Salary, \$45 per month to start. Address J. A. G., Box 11, care Grain Dealers Journal, Chicago.

POSITION wanted as traveling representative for well-established grain house. Have had six years' experience as solicitor; have big list of acquaintances in Iowa, Neb., Mo., Kan. and Ill. Can furnish the best of references. Address Remac, box 7, care Grain Dealers Journal, Chicago.

PARTNERS WANTED.

PARTNER wanted, with a few hundred dollars, to help me ship and buy grain and general merchandise. E. J. Foster, Linton, Kan.

MISCELLANEOUS FOR SALE.

CORN CRIB VENTILATORS, adjustable, fit any crib, reduce liability of deterioration to a minimum, the invention of N. S. Beale, Tama, Iowa. Write for particulars.

FOR SALE—A first-class stock farm of 320 acres in northwestern Ohio, located one mile east of Defiance on Maumee river; \$13,000. Address J. D. Spangler, Defiance, Ohio.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

190

DAMP WHEAT

is dried and made merchant-
able in the

Hess Pneumatic Grain Drier

cheaper and faster than in any
other device.

It dries other grains
just as well.

Hess Warming & Ventilating Co.
707 Tacoma Building
CHICAGO

THE SUPPLY TRADE

J. R. Martin of the Ideal Car-Loader Co., Allenville, Ill., has been visiting Kansas City and the west.

Wages were increased 5 per cent April 1 at all the works of the Allis-Chalmers Co., affecting 6,000 employees.

A. F. Shuler, representative at Minneapolis, Minn., of the Huntley Manufacturing Co., last week was a Chicago visitor.

The cheapness of a medium is better figured from the returns than from the price per inch for advertising.—White's Sayings.

M. J. Travis, of Atchison, Kas., has removed to Wichita, Kas., and will direct his elevator building from the new office.

With opening of the rice mill building season the Nordyke & Marmon Co., of Indianapolis, Ind., is receiving some good orders for rice mill machinery.

The English Supply Co., Kansas City, Mo., is one of the old business houses of the West and enjoys a large trade in engines, boilers, belting and elevator supplies.

C. H. Adams of the Marseilles Manufacturing Co. was a Chicago visitor recently and reported business excellent, in fact better than ever before at any time of the year.

A. W. Strong of the Strong & Northway Mfg. Co., Minneapolis, Minn., now is addressed as "Judge." At a recent election at Deephaven he was chosen justice of the peace.

The Barnard Leas Mfg. Co., Moline, Ill., has made B. F. Starr & Co., Baltimore, Md., exclusive selling agents for its complete line of machinery in the states of Maryland and Delaware.

L. F. Miller & Sons, receivers and shippers of grain and hay at Philadelphia, Pa., write: We are very much pleased with our advertisement in the Grain Dealers Journal, and think it pays us very handsomely.

The National Engine Co. has been incorporated at Rockford, Ill., to manufacture engines and machinery. The capital

stock is \$65,000, and the incorporators are Levin Faust, Th. Leon, D. Tissandier and J. Landstrum.

H. L. Day, of dust collector fame, is sending out a calendar very appropriate to the season of the year. In an embossed gold frame is a beautiful reproduction in colors of Jennie Brownscombe's painting, "A Breath of Spring."

The J. Thompson & Sons Mfg. Co. has been incorporated at South Beloit, Wis., to build gas and gasoline engines and machinery. The capital stock is \$300,000; and the incorporators are George H. Peaks, Benjamin F. Manley and Frank T. Murray.

The W. S. Cleveland Elevator Building Co. of Minneapolis, Minn., finds work in its line very active. During the first quarter of this year the company already has obtained contracts for as much work as it received during the whole of the preceding year.

J. F. Harrison, who has had charge of the Minneapolis office for the Allis-Chalmers Co., has been transferred to Milwaukee, where he will be at the head of the flour mill department of this company. J. W. Shuman has succeeded Mr. Harrison at Minneapolis.

Steel mills are sold ahead so far that the builders of steel storage tanks for

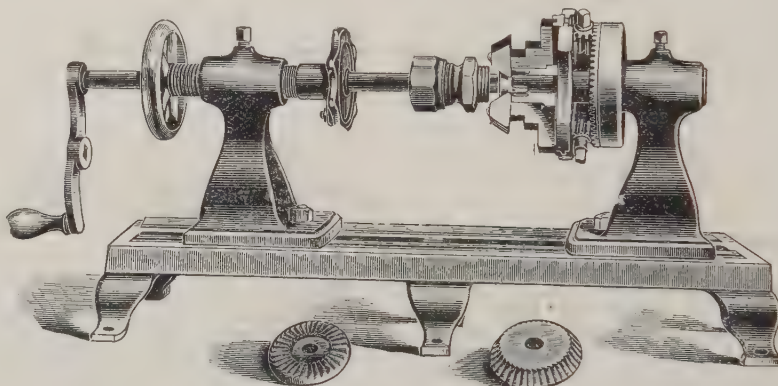
of which it makes a specialty. The company has been making improvements in its facilities for turning out good work with economy and dispatch, and will install a new, large Hamilton drill press, as well as a pressing machine to make elevator buckets. A 10-ton cupola is being erected in the foundry.

Eureka Valve Repairing Machine.

The accompanying cut illustrates the Eureka Valve Repairing Machine, which is designed to repair any size or type of globe valve, including check valves.

A leading feature of the utility of this machine lies in the fact that the entire work of repairing the valve is accomplished without removing or disconnecting it from the pipes. Thus, while the first cost of the new valve to replace the old one is saved at the outset, a still greater economy is effected by avoiding the necessity of frequently disconnecting or tearing down long lines of piping to get the old valve off and install the new one.

The operation is so simple that this work may be placed in the hands of any workman of ordinary intelligence, and a



The Eureka Valve Repairing Machine.

grain elevators find it difficult to obtain early delivery of material. By getting orders in early most builders fortunately have received the steel by the time the foundation was completed.

The Dodge Mfg. Co., Mishawaka, Ind., will soon install a time and labor saving device, in the form of a pneumatic tube system, whereby mail, or orders in writing, can be sent to any part of the large plant. Compressed air will be used to send the hollow balls thru the tubes.

E. A. Bryan, manufacturer of steel storage tanks at Chicago, has found it desirable to organize his growing business as a corporation, and to that end has formed the E. A. Bryan Co., with \$25,000 capital stock. Mr. Bryan, E. B. Smith and N. A. Street are named as incorporators.

An ad in a trade journal will do what traveling men as a rule do not do. It will go to towns off from the railroad where there are no hotels. It will work nights, Sundays and holidays, in wet weather or dry, hot weather or cold. It will talk to a merchant before some of the boys are out of bed in the morning and after they have gone to bed at night. It's one of the few things that has not yet struck for eight hours.—Construction and Supply Review.

The Downie-Wright Mfg. Co. of York, Neb., has issued a new catalog of 45 pages, illustrating, describing and pricing the different grain elevator appliances

few moments' time serves to prolong the life of the valve.

It is made by the S. Howes Co., Silver Creek, N. Y.

HOT CORN WANTED

We will receive, dry, renovate and reload, for owners account all kinds of grain in heating or damaged condition, making the same merchantable and restoring to grade where possible.

Small Charges. Prompt Service.
Correspondence Solicited.

**CHICAGO GRAIN
SALVAGE CO.,**

707 Tacoma Building,
CHICAGO.

The Renovation of Fire Salvage Grain a Specialty.



Conveyor Belting

IS STRONGER AND BETTER THAN LEATHER
— OR RUBBER AND IT COSTS LESS. —

LISTEN TO THIS:

THE CHURCHILL-WHITE GRAIN COMPANY.

SUITE 715 BOARD OF TRADE.

CHICAGO, December 30th, 1901.

THE CARTON BELTING CO.,
Boston, Mass.

Gentlemen:

During the past two years we have erected a line of country grain elevators (twenty in number), therefore we have been interested in obtaining the best, serviceable and cheapest material for elevator construction. About eighteen months ago we became interested in the Carton belt for use in our elevators, and to make a practical test we equipped at the same time two of our elevators, one with Carton and the other with a standard brand of rubber belting. We found the Carton to be the best in every particular; especially have we found it so in the handling of ear corn, as the ears sometimes become wedged in the elevator legs, thus giving the belt extra hard service.

As you know last April the large Transfer Elevator at South Bend, Ind., was destroyed by fire and in the rebuilding we used nothing but Carton belting, and our past experience with it assures us that it will be successful in the new elevator.

We shall always be glad to recommend your belt to parties interested.

Very truly,

THE CHURCHILL-WHITE GRAIN CO.

Dictated by G. A. W.

Write for Catalog.

THE CARTON BELTING CO.,

Allston District.

Boston, Mass.

LUMBER

We sell to everyone at the same price, strictly whole sale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

COMPLETE ELEVATOR OUTFITS.

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belt-ing and all kinds of Supplies. Send us your Bill for Estimates.

MIDLAND MACHINERY CO.,

248 4th Ave. So.

MINNEAPOLIS, MINN.

Prompt Shipments Guaranteed.

If You Want to Reach

The Grain Dealers of the Country
Advertise in the Grain Dealers Journal.

BETTER PRICES FOR YOUR GRAIN

can readily be obtained if you will purify it before shipment. Impuri-ties, such as smut, must and mold odors can be entirely removed, and unnatural stains from water or other causes can be removed by our patent process of purifying and the grain made sweet and bright.

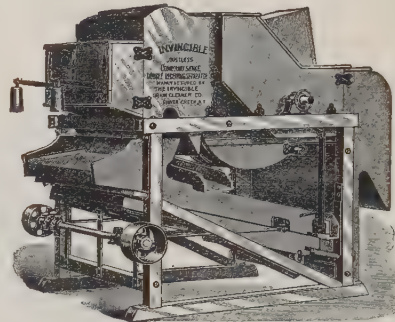
A purifier can increase your profits enough to pay for itself in a short time.
Write for particulars to

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

INVINCIBLE

Compound-shake Dustless, Double
RECEIVING SEPARATOR
(Eleven Sizes.)



Meets every requirement of the elevator and warehouse man.
Made in wood or steel. Runs absolutely smooth and quiet. No shake or tremble.

The Best Money Can Buy.

A cleaner that cleans at a minimum expense for power used. A machine that can be depended upon to do the work required of a separator as it should be done. It has many desirable features which are explained in our catalog.

We manufacture corn and cob separators and cleaners, oat clippers, receiving separators, scourers and cleaners, needle screen gravity separators and spiral belt separators. Send for catalog.

Invincible Grain Cleaner Company

Invincible Works,

SILVER CREEK, - - - N. Y.

Represented by

W. J. Scott, Wyoming Hotel, Chicago, Ill.

Edw. A. Ordway, 512 Exchange Bldg., Kansas

City, Mo.

Chas. H. Scott, Nicollet Hotel, Minneapolis,

Minn.

J. N. Bacon, Balchorne Bldg., Indianapolis, Ind.

The Monitor Special Separator

For Separating Oats from Wheat

Makes the most perfect separations and has larger capacity than any machine on the market.

The Monitor Oat Clipper

still stands at the head of all Oat Clipping Machines for *quality of work* and *honest capacity*.

We do not advertise a greater capacity than our machines can handle, but fill every guarantee.

THE HUNTLEY MFG. CO.

Monitor Works

SILVER CREEK, N. Y.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK,

Editor and Manager.

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Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., APRIL 10, 1902.

Send us a report on the acreage and condition of growing grain.

The annual meeting of the Iowa Grain Dealers Association will be held in Des Moines, April 24th and 25th.

The annual meeting of the Grain Dealers National Association will be held in Memphis, Tenn., Oct. 1st, 2nd and 3rd. Every regular dealer is going, and the best meeting in the history of the trade is assured.

The arbitrary dockage of grain to allow for possible or probable shrinkage in handling is a relic of pioneer days. The practice is not supported by fairness nor reason; it is inexcusable and should be stopped.

Readers will find in Suits and Decisions, this number, several decisions of Indiana courts relating to the rights of the grain dealer and tenant under the Landlord and Tenant Law of that state. It is time these old laws were displaced by laws dealing fairly with the interests of the grain dealer as well as of the landlord and tenant.

No doubt the Erie Canal will be improved. So much influence is being brought to bear upon the legislature of the Empire State that a liberal appropriation is almost assured. The canal has long been a potent influence for low rates on grain, Buffalo to New York City. Without this influence the grain trade of New York City may be expected to experience a further decrease.

In the report of the Kansas meeting, published in this number, will be found several excellent papers which merit careful perusal and re-reading by those identified with the grain trade. As the experience of association workers broadens, they gain a clearer and more comprehensive view of the different features of association work, and it is truly gratifying

that these papers should show an unprecedented degree of fair-minded toleration for those of opposite views and contrary interests.

Many receivers decline to do business with would-be shippers who write them on plain stationery, and all are involuntarily disposed to consider the shipper with printed letter heads and envelopes as regular. Printed stationery gives the grain shipper better standing with those to whom he ships or with whom he transacts business. It shows that he is in the grain business to stay, is in earnest, and that his future business will warrant receivers giving careful attention to the one in hand.

A subscriber complains that he occasionally finds the Grain Dealers Journal laying out so that those who are not entitled to receive it may have access to it. In sending out copies we exercise great care in confining its circulation to the regular grain dealers of the country and we have frequently warned our subscribers that its contents were intended simply for them, not for the general public. We hope that recipients will be more careful in keeping the journal for those identified with the trade.

At last the House Committee on Commerce is holding hearings on the proposed amendment to the Interstate Commerce Law. Mr. E. P. Bacon of Milwaukee has recently presented to the committee endorsements of the Corliss-Nelson Bill from 74 different commercial organizations. John B. Daish, in behalf of the National Hay Association, has presented the legal aspects of the case, and Mr. Charles England, has also spoken in favor of the new bill. Whether or not any action will be secured this session, it seems certain that the friends of equitable, uniform and steady rates will keep at work until discrimination is a thing of the past, as it should be.

The Indiana Grain Dealer's Association, remarkable for its growth and progressive spirit, has adopted the arbitration rules of the Iowa Association, so that dealers who have differences may adjust them quickly, through the medium of the association and before men experienced in grain trade customs and practices. It will no doubt, result in the satisfactory settlement of many petty differences, which heretofore have gone unsettled, and the settlement of others at much less expense than if they had been taken into the courts. This feature of association work makes every organization more attractive to each dealer who is disposed to treat fairly the interests of his fellow tradesman.

It is gratifying to be able to announce that the bill providing for the amendment of the Landlord and Tenant Law of Iowa, as published in the Grain Dealers Journal for Feb'y 10th, with slight amendments, has passed both houses of the general assembly, and, no doubt, will soon become a law. It makes the selling of grain or farm products covered by Landlord's Lien for unpaid rent a criminal offense, so that the tenant shall be guilty of larceny and punished accordingly. Several other states have similar laws which were enacted years ago at the behest of landlords who desired grain dealers to assist them in collecting rent. The new Iowa law is fair to all and provides pun-

ishment for no one except he who commits the offense. The old landlord's idea of punishing the grain dealers simply because he permitted a tenant to impose upon him is out of date.

In some sections of association territory are dealers who stubbornly refuse to join with their brother dealers in the associations organized for the advancement of their common interests, not because they think they know it all, and can learn nothing from their brothers, but because they fear dictation in their business methods. Such fears are groundless. It is much better to be at peace with the trade and in harmony with your competitors, and far more profitable. As a rule it does not take long for a clear headed grain dealer to see where his best interests lie, but recently one came to light who is an anti, always has been an anti, and states that he always will be. He is against the associations and against working in harmony with his competitors. The result is that his competitors make the prices and he gets the grain at prices that seldom, if ever, net him a profit. Preferring a fight to harmonious relations, he is getting it.

The continued advance in fire insurance rates serves to emphasize the necessity of fire proof structures for grain elevators. To meet the demand for the protection of grain from this destructive element, structures of new design and from new material are continually being placed on the market. The mutual fire insurance companies, always have discriminated against poor plants whose fire hazard was below the standard accepted. The stock companies, on the contrary, have never hesitated to take anything that looked like an elevator, at the elevator rate, until, within the last year, an effort has been made to enforce a schedule copied somewhat after that in use by flour mill mutuals of long experience. It seems certain, however, that the old wooden house, as a grain storehouse, is a thing of the past. It cannot compete with the fire-proof structure, even though the storage be given free. The fire-proof structure has come to stay and its use will rapidly increase henceforth.

Mutual insurance for country grain elevators is a good thing if the companies are conducted according to well established business rules. It is not reasonable to suppose that the officials of an insurance association can afford to give up their own business and devote their time to the work of the insurance association without ample compensation. The time was when the grain trade presented an opening for a strong national insurance company on a mutual plan. However, the need of such an organization has been greatly reduced during recent months by changes made in the constitution and by-laws of long established and successful flour mill mutuals, which now are insuring grain elevators and contents as well as flour mills. There are enough of these companies to supply reliable insurance to the grain men. They have started to insure elevators and contents, have a large cash surplus and men who are well trained by long experience in the insuring of elevators owned and operated by millers. A new company started without assets and by inexperienced men, without salary and with most of their time occupied in other lines, would be pretty certain to encounter disaster.

Conference of Association Officers

On March 28th and 29th a conference of the officers of the Grain Dealers National Association with the officers of affiliated associations was held in Chicago, and carefully prepared papers were read and discussed.

The purpose of these meetings of officers is to assist the workers in their own fields through the experience of those in other fields, and that they may have a clearer understanding of how they may better work together for the advancement of common interests.

The Iowa Grain Dealers Association was represented by Jay A. King, President, and Geo. A. Wells, Secretary. The Illinois Association was represented by Thos. Costello, President, H. C. Mowry, Secretary, and A. W. Lloyd, Traveling Representative. The Indiana Association was represented by E. H. Wolcott, President, and S. B. Sampson, Secretary, and by Directors O. W. Loughry, C. M. Barlow, and I. B. Newman. The Grain Dealers Union of Southwest Iowa and Northwest Missouri was represented by D. Hunter, President. The Kansas Grain Dealers Association was represented by L. Cortelyou, President, and E. J. Smiley, Secretary. The Oklahoma Association was represented by Colonel C. T. Prouty, Secretary and Treasurer. The Texas Association was represented by H. B. Dorsey, Secretary and Treasurer. The Manitoba Grain Dealers Association was represented by W. L. Parrish, Secretary.

The following program was presented and each paper carefully discussed by those in attendance:

PROGRAM.

General Policy of Dealing with Railroads and the Public—Geo. A. Stibbens, Chicago, Ill.; Geo. A. Wells, Des Moines, Ia.; H. C. Mowry, Forsyth, Ill.

Arbitration and Adjustment of Differences Between Shippers and Receivers—Geo. A. Stibbens, Chicago, Ill.; H. B. Dorsey, Weatherford, Tex.; S. B. Sampson, Cambridge City, Ind.

Method of Discouraging Scoopers—Geo. A. Stibbens, Chicago, Ill.; E. J. Smiley, Topeka, Kans.; E. A. Grubbs, Greenville, O.

Dissemination of General Information to Members—Geo. A. Stibbens, Chicago, Ill.; C. T. Prouty, Kingfisher, O. T.; E. L. McClurkin, Morning Sun, Ia.

Method of Working Influences to Correct Abuses at Terminal Markets—Geo. A. Stibbens, Chicago, Ill.; J. W. McCord, Columbus, O.

E. H. Wolcott, of Wolcott, Ind., was elected Chairman of the meeting, and Secy. Stibbens read letters from Milwaukee Business Men's League, asking that the next annual meeting of the National Association be held in that city, and letters of regret from E. A. Grubbs, Secretary of the Western Ohio Association, and J. W. McCord, Secretary of the Ohio State Association.

A delegation from the Merchants' Exchange of Memphis, Tenn., consisting of N. S. Graves, T. B. Jones and A. E. Malone, presented the claims of the Hub of the South for the next annual gathering of the members of the National Association.

Mr. Graves spoke as follows: Mr. Chairman and Gentlemen—I have prepared no set speech, but I come here, or rather, Messrs. Jones, Malone and myself have come here, to impress upon you that Memphis' entire population is sincere and enthusiastic in wanting you gentlemen to hold your next annual convention in our city. We have not our ar-

rangements thoroughly made yet, but, representing the municipality and every commercial organization in the city, we are prepared to say to you gentlemen that if you come to Memphis you will not be ashamed of the reception that you receive. We will endeavor to do everything for your pleasure, and to help you along in the work of your Association when you come. We will be only too glad to furnish a hall for you, furnish entertainment, etc.

Mr. Chairman, in the way of transportation, and I understand this is to be quite an important feature, I do not believe I could do anything better than to read a letter from Mr. McKellar, former President of the Merchants' Exchange of Memphis, of which I am Secretary. I suppose some of you gentlemen have met him and know that he knows what he is talking about. (Reads letter from McKellar.) I believe, gentlemen, that I have nothing further to say, except that I sincerely hope that you will accept our invitation and be with us in October.

Mr. Malone stated that he could only add to what Mr. Graves had said, that if the meeting was held in Memphis the visiting dealers would be received in open arms and given a hug of true southern hospitality.

The matter was carefully discussed the first day, and a vote expressing the sentiments of those present in favor of Memphis was taken. On the afternoon of the last day it was decided to hold the meeting October 1st, 2nd and 3rd, and the following motion prevailed: That it be the sense of this meeting that the next annual meeting of the National Association be held at Memphis, provided proper arrangements can be made.

As soon as the meeting adjourned all quickly departed for home, feeling well repaid for attending the meeting.

Kansas Letter.

J. E. Duncan and J. E. Clark of Shannon, Kan., have entered into a partnership under the name of Duncan & Clark.

N. Gennette, grain merchant of Aurora, has bought a team, rented a farm and will try his hand at farming this season.

R. B. Miller of the Clyde Mill & El. Co. of Clyde, Kan., has lately returned from a four-thousand mile trip throughout the South, where he has been in the interest of his business.

The Summerfield Elevator Co. has been formed to succeed the Brunswick Elevator Co., at Summerfield, Kan. A. J. Brunswick has retired, and Joseph Baer and Frank Thoman will continue.

O. A. Higgins, of Stockton, Kan., has returned from an extended visit east. Mr. Higgins is in very poor health, and under the advice of his physician he will assume as few business responsibilities as possible for a few months.

The Kansas World's Fair Commission has awarded prizes for the best twenty samples of Kansas wheat sent it in response to an offer made several weeks ago. The first prize for hard wheat was won by the Business Men's Club of Wichita and the first prize for soft wheat by J. F. Hobbs of Severance.

The grain dealers of Concordia, Kan., have been the victims of some clever forger, who secured groceries and meat by passing checks purported to have been signed by J. H. Cline, miller at that point, and the Duff Grain Co., per F. H. Calhoun, who left their employ at that place some two years ago. The sheriff of that

county is making every effort to trace the fellow, but so far his efforts have been fruitless. A. M. D.

ASKED AND ANSWERED

FEED MILL AND COB GRINDER.

Grain Dealers Journal: Will some one give us the name of first-class machinery that will grind ear corn thoroly into feed and do it rapidly? Also, we would be pleased to learn the name of a machine that will make fine cob meal out of cobs.—M. F. C.

WANT DIRECTORY OF SOUTHEASTERN BUYERS.

Grain Dealers Journal: Will some reader of the Grain Dealers Journal please give the name of the publisher and the price of a reliable directory of the grain buyers of the eastern and southern states?—W. F. Starz & Co., Kenney, Ill.

HOW TO GET RID OF RATS IN ELEVATOR.

Grain Dealers Journal: We wish some one of the many readers of the Journal would tell us how to get rid of rats in elevators.—Morrison Grain Co., Kansas City, Mo.

Bisulfid of carbon will suffocate the vermin if poured into their holes or nests, provided the vapor can be confined therein to gather strength.

ADDRESS WANTED OF MANUFACTURERS OF PEANUT CAKE.

Grain Dealers Journal: We have noted in the Journal the article on "Peanuts." We wish to know where this peanut cake or flour can be obtained. Or how the oil can be removed so as to make peanut flour from the balance of the nut. It is stated that soap factories extract the oil and sell the balance for feed, which is also considered an excellent food for man.—Harry N. Hammond Seed Co., Bay City, Mich.

WHERE TO OBTAIN SCALE TEST WEIGHTS?

Grain Dealers Journal: We wish to test our scales, and would like to learn where we can procure standard weights.—Merritt Bros., Varna, Ill.

Standard weights for testing scales are to be obtained from manufacturers of scales at a cost of \$50 to \$100. Or, H. A. Foss, chief weigh-master of the Chicago Board of Trade, will furnish weights and an expert scale man without any charge other than the railway freight charge on the weights, and the fare of the scale man, to shipper's station and back to Chicago.

TO GET RID OF WEEVIL.

Grain Dealers Journal: I would like to draw the attention of A. & M., who ask how to get rid of weevil, in the last issue of the Grain Dealers Journal, to the fact that our purifying process destroys the weevil germs and thus prevents the breeding of weevils.—D. H. Stuhr, secretary, American Grain Purifier Constructing Co., Davenport, Ia.

Grain Dealers Journal: We had some bad cases of the weevil in our elevator bins several years ago; and I personally scrubbed them all in the inside with a solution of carbolic acid and water. It did for them at once and ever since. One ounce of acid to a pail of water. Apply with a broom.—C. D. Whiting & Co., Lee's Summit, Mo.

LETTERS FROM THE TRADE

GROWTH OF CHIEF GRAIN INSPECTORS NATIONAL ASSOCIATION.

Grain Dealers Journal: The Chief Grain Inspectors National Association has grown since the Grain Dealers Journal last published a list of members. The following chief inspectors are now members of the association:

Jos. E. Bidwill, Chicago, Ill.; W. B. Boyd, Lafayette, Ind.; J. N. Barnard, Minneapolis, Minn.; Homer Chisman, Cincinnati, O.; E. H. Culver, Toledo, O.; W. R. Conley, Albany, N. Y.; A. B. Cole, Cleveland, O.; W. P. Dixon, Kankakee, Ill.; F. W. Eva, Duluth, Minn.; M. C. Fears, St. Louis, Mo.; John O. Foerling, Philadelphia, Pa.; E. R. Gardner, Memphis, Tenn.; J. M. Garland, Decatur, Ill.; W. H. Goodding, St. Louis, Mo.; F. D. Hinkley, Milwaukee, Wis.; M. P. Hutchins, Detroit, Mich.; John Heiner, Indianapolis, Ind.; Geo. D. Jones, Sheldon, Ill.; Chas. McDonald, Jr., Baltimore, Md.; R. McMillan, New Orleans, La.; L. D. Marshall, St. Paul, Minn.; B. J. Northrup, Kansas City, Kan.; C. T. Prouty, Kingfisher, Okla.; C. McD. Robinson, Galveston, Tex.; J. D. Shanahan, Buffalo, N. Y.; William Smillie, Chicago, Ill.; F. H. Tedford, Kansas City, Mo.; C. B. Tyler, Newport News, Va.; G. H. K. White, New York, N. Y., and Geo. H. Wolcott, Boston, Mass. Yours truly, John D. Shanahan, secretary, Buffalo

FARMERS' ELEVATORS I HAVE KNOWN.

Grain Dealers Journal: Those familiar with the intricacies of the grain business never have believed that the so-called farmers' elevators enabled the farmer to net more for his grain than he received from the individual grain buyers and the line companies, even tho these buyers belonged to an association. The first instance in which the managers of these farmers' elevators acknowledged that they could not pay more for grain and live, than could the line companies and other members of the Grain Dealers National Association, came to my notice in a recent issue of the Minneapolis Journal stating that the object of the Northwestern Independent and Farmers Elevator Co. is "to establish more friendly relations between the independent elevators and line elevators by adjusting ruinous competition fights at local stations and the arrangement of a more equitable margin for handling of grain. The association also designs organizing a co-operative commission company and secure membership on the boards of trade at Chicago, Minneapolis, Duluth and New York."

The farmer, and many others, has heard so much about trusts and the octopus, without knowing anything about what is meant by these terms, that he is ready to believe that trusts are responsible for anything from a toothache to a crop failure. He has been inveigled into farmers' elevator companies by being told that if there was a farmers' elevator he would not have to sell to a trust, and that he could get the trust profits. As the guile of other swindlers has been too much for many of our farmers, so has that of many of the organizers of farmers' elevators.

To many of us connected with the regular grain business it has always appeared that the prime movers of the

farmers' elevator agitations have not been the farmers themselves, but usually some fellow who is looking after his own profit, and is using the farmer as his tool. The agitator knows that it would be a good thing, for him, if he could get the farmer on an ironclad contract to sell him his grain and he receive a fat commission for handling it. The farmer holds the bag.

Merchants in some of the towns find that they are not making money fast enough. Instead of putting aside their old foggy methods of doing business and examining themselves they are so conceited as to think that they are not making money thru the fault of others. So they lay the blame at the door of the grain buyer, and make a big noise about the grain man making such big profits that none of the farmers come to that town to trade. These merchants forget that their own high prices and shopworn goods have ten times more effect to keep the farmers from doing their trading there, than the price of grain has.

If the farmer would come to their town with grain, these merchants seem to think that he would have to buy of them. In this the merchants are wrong. To prove that they are, I can point to stations handling over 200,000 bushels of grain which would not support one large store. To the casual observer it appears a shrewd move on the part of the merchants to put bait in the form of a farmers' elevator at a town to bring farmers there in order that they may rob them by selling cheap goods and adulterated food-stuffs at fancy prices. In the long run these schemes are failing, since anyone so narrow minded as to enter into one of them has not the necessary brains to carry the plan thru.

Do not the organizers of farmers' elevators tell the farmers that the relations between the private elevators and the line elevators are already too friendly, and that there is a trust and no competition? Yet last month the representatives of independent and farmers' elevators met "to establish more friendly relations," "adjust ruinous competition" and to "make arrangements for a more equitable margin." A careful reading of the article in the Minneapolis Journal should cause some tall thinking by those who are in or want to get into these farmers' elevator companies.

Where the merchants are the agitators each and all of these merchants are baiting a trap for the unwary. This is one of the most selfish sharp practices by businessmen who claim to be respectable that the grain men have ever met.

The foregoing has been written of the farmers' elevators I have known. If the buyers at any point do take unfair advantage of the farmers I hope that a farmers' elevator that is a farmers' elevator will be built at once. But of all the farmers' elevators I have KNOWN, none of them are of the class the farmer needs. —E. S. Blasdel, Des Moines. Ia.

BALTIMORE WEIGHTS.

Grain Dealers Journal: Attention has been called to an unsigned communication in the Grain Dealers Journal of March 10th complaining of shortage in weights at certain Baltimore terminals, and under the belief that it is the policy of the Journal at all times to fairly represent sections and markets, also to misrepresent none; surprise has been expressed that an article so manifestly unfair on its face, being without specification or signature, has been given prominence to the extent of the Journal's circulation, and that re-

sponsibility has been assumed for any wrong impressions formed because of the publication of the same.

Furthermore there is a strong conviction that so respectable a paper as the Journal should not publish any communication capable of doing harm until at least a reasonable inquiry has been made, sufficient to show that the conditions complained of actually exist to such an extent as to warrant publication, or that those complained of have had the opportunity of publishing simultaneously their answer or explanation. The mere fact that the Journal's columns are open for denial or explanation does not repair injury or give satisfaction because articles are frequently read by parties who pay no attention to subsequent explanations, even should they see them, and thereby willingly or unwillingly harbor a false impression.

Without admitting or denying here whether just cause for complaint in regard to Baltimore weights exists, you are reminded that the terminal market always has the blame for the mistakes of all others whether on account of incorrect scales at initial points, or shippers having inefficient or dishonest weighers, also losses in transit on account of badly coopered cars. The inefficient or dishonest weigher is quite as likely to get into print, if an opportunity is given to do so without cost, as the honest shipper who intends to do right, but does not test his scales until weeks after his grain has been shipped under the belief that such an examination of his scales is retroactive and proves their absolute correctness in the past.

On February 27, 1902, Secretary Stebins of the Grain Dealers National Association addressed a letter to the secretary of the Baltimore Chamber of Commerce stating that complaints had been made by members of his association of shortages in weight at Baltimore terminals, without, however, stating any specific case. Because of the official character of the complaint, President Macgill promptly laid it before the Board of Directors of the Chamber of Commerce, who authorized the appointment of a special committee to investigate the charges and make such recommendations as in their judgment seemed necessary.

Acting upon this authority President Macgill appointed the following committee, John W. Snyder, William Rodgers, James C. Gorman, George Frame and Charles England, to whom the matter was referred as above. Among this committee are loyal members of the Grain Dealers National Association, which fact, together with prompt action of the Chamber of Commerce, constitutes a recognition of the Grain Dealers National Association, which every member of that organization should accept as an earnest purpose of the Baltimore Chamber of Commerce to honestly deal with any matters affecting the integrity of its business, and should irregularities be found to exist, that they will, so far as lies within their power, endeavor to obviate them. This is the earnest spirit in which Baltimore always meets questions affecting its business affairs and when there is such a willingness to investigate any reasonable complaint, there is also a natural feeling of indignation against the unfairness of giving publicity to charges that are not specific and do not bear the genuine stamp of authority. By order of the committee,

CHARLES ENGLAND,
GEORGE FRAME, Chairman.
Secretary.

Baltimore, Md., March 24, 1902.

GRAIN CARRIERS.

Heavy ice interfered with the opening of navigation at Buffalo.

The Minnesota Midland Railroad will build 30 miles of line from Little Falls, Minn.

Eastbound shipments of grain and provisions from Chicago during March have been running light.

The Fort Smith & Western is said to have completed surveys for an extension from Guthrie to Enid, Okla.

Electric traction on the Miami & Erie Canal began April 4, when 6 boats were towed by motor to Port Union, O.

Portland, Ore., on April 1 had 82 sailing vessels afloat for Queenstown with 8,000,000 bushels of wheat.

Grain charters at Chicago last week were made on the basis of $1\frac{1}{2}$ cents for corn and an eighth more for wheat to Buffalo.

The Illinois Central Railroad is extending its line from Reevesville to Golconda, Ill., and from Paducah, Ky., to Cairo, Ill.

The House on March 22 passed the river and harbor bill appropriating \$61,000,000 for improvements of bayous, swamps and creeks.

The Morris Grain Co., of Morris, Ill., has employed Captain Harry Foster to handle its fleet of grain boats on the Illinois River.

Navigation at the head of Lake Superior was opened March 31 with the departure of the steamer F. B. Wells, of the Peavey Steamship Co.

The Lake Shore & Michigan Southern Railroad will lay 42 miles of track on the extension of its line between Youngstown and Ashtabula, O.

Congress has appropriated \$200,000 for an investigation of the feasibility of a 14-foot waterway down the Illinois River between Chicago and St. Louis.

The ice went out of the straits of Mackinac March 29, opening navigation earlier than since 1894, when the channel between Lakes Michigan and Huron was clear March 24.

A good grain country will be tapped by the 50 miles of road which the Missouri Pacific Railroad will build between Iuka and Kingsley, Kan. This year about 30 miles of the line will be completed.

Lighterage at the Port Colborne elevator of the Grand Trunk Railroad will be at the rate of 2 cents per bushel. At that port and at Port Dalhousie vessels will be served in rotation as they enter the harbor.

The Central Freight Association at its recent Chicago meeting granted the petition of millers for a rate on flour as low as that on wheat. At a subsequent meeting of traffic managers at Buffalo the concession was made worthless by a reduction on grain of $2\frac{1}{2}$ cents per 100 pounds.

The opening of navigation, which usually is an occasion for rejoicing, fell flat this season. The fitting out of many of the boats had not been completed. Charters for the first trip were slow on account of the reluctance of owners to accept the lower rates offered.

Railroad lines have made a rate of 17½ cents per 100 pounds on grain and flour between Chicago and New York, effective April 14. The rate on oats has been increased to 15½ cents. Steamship lines have agreed to a lake and rail rate of 15½ cents between the same points, and to a minimum rate of 15 cents to Montreal and Quebec.

The Buffalo Grain Dealers Association.

Buffalo has long been recognized as one of the great grain-handling cities of the country. Since the beginning of grain shipments by lake its receipts of grain by water have exceeded many, many times the grain receipts of any other American port. The transfer of grain from lake

organization of this character, but when given the greatest results may be expected and, as a rule, are realized.

The Grain Dealers Association of Buffalo was organized with three ends in view primarily—viz., the promotion, protection and safeguarding of the interests of the Buffalo grain dealers; the protection of both western shippers and eastern receivers, and the promotion of friendly relations with them.



Stoner W. Yantis.
President Buffalo Grain Dealers' Ass'n.

vessels to cars and canal boats has generally continued long after the close of navigation each season.

Not only has Buffalo been the largest point of transfer, but it has also been one of the most prominent distributing points for the eastern and New England trade. Modern transfer elevators, built during recent years, are an indication of the growth of this business. Many years ago much of this trade was handled from New York City and interior points of the Empire State, but during recent years Buffalo's share of this trade has continued to increase. A greater increase than ever before may now be expected, since the grain dealers of the Merchants Exchange have united for the advancement of common trade interests.

Although the association has but started, the work already inaugurated tends to make the Buffalo market more attractive to the western shipper and the eastern buyer. The Merchants Exchange, which has a large membership, includes merchants in many lines other than grain, hence it is but natural that the grain dealers should get together for the advancement of Buffalo as a grain market. The work outlined for the association is so very good that it already has the support of practically every legitimate dealer of the market. Such support is always essential to the complete success of an

The first action for the protection of the Buffalo trade was to endeavor to harmonize the actions and terms of the various firms there, who bid western shippers for grain for shipment to that market. The market now has one set of terms instead of three or four. Necessarily harmony there means not only protection to the Buffalo trade, but also means clear understandings with western shippers, and therefore their interests are also protected.

The second step taken by the association for the betterment of trade conditions was to initiate a movement for the revision of the by-laws of the Merchant's Exchange, and of the rules governing the inspection of grain. The association also exercised the closest scrutiny on the recent steps taken by the Lake Shore & Michigan Southern railroad officials in connection with the iron elevator for the bulking of grain.

The next step was perhaps the most important of all, as it promises to broaden the Buffalo market and to benefit a large territory tributary to the market. The arrangements now pending for the introduction of option trading on the Buffalo Exchange are sure to meet with success. The exchange has backed up the efforts of the association by passing by-laws friendly to option trading, and appointing a committee of three (including the

secretary of the exchange) to visit various western cities with a view to getting all necessary information as to the modus operandi in this sort of trading.

The association feels that considerable has been done already, but it is also conscious of the fact that perhaps but a beginning has been made. Certainly no question that is of vital interest, both to Buffalo dealers or to the grain dealers who wish to favor this market, will escape the attention of the association, and it welcomes suggestions along these lines from any friends of the market. This association is all for utility, and every one is cordially invited to make use of it.

The officers of the association, whose portraits are given herewith, are S. W. Yantis, president; B. J. Burns, vice-president; T. J. Stofer, secretary, and E. T. Washburn, treasurer. Each of the officers has long been identified with the grain trade of Buffalo, each is well known by the country shippers of the territory tributary to that market, and each is well thought of by shippers who know them, as well as by eastern buyers in that market. We feel certain, should any of our readers have suggestions to offer the association, they will be kindly received by the officers.

Association Officers Dined by Chicago Receivers.

During the recent meeting in Chicago of officers and directors of the Grain Dealers National Association and of the state and local associations affiliated with it, a most enjoyable dinner was tendered the visitors on the evening of Mar. 28th



T. J. Stofer,
Secretary Buffalo Grain Dealers' Ass'n.

at the Union League Club. The hosts of the evening were: Capt. I. P. Rumsey, W. N. Eckhardt, C. B. Pierce, H. B. Slaughter, W. H. Chadwick, John Hill, Jr., E. B. Baldwin, R. E. Pratt, R. S. Lyon, Adolph Gerstenberg, E. L. Glaser, E. W. Bailey, B. B. Bryan, J. G. Snyder, E. Rosenbaum, A. I. Valentine, Jas. Crighton, W. O. Elmore and Geo. S. Bridge.

The dinner was served in one of the private dining-rooms of the club on Jackson boulevard, the seats being arranged about one large round table decorated with carnations, maidenhair fern and candelabra. The menu was up to the standard served at the club and was as follows:

Blue Points.
Consomme.
Planked Whitefish.
Cucumbers.
Lettuce.
Quail on Toast with Jelly.
Browned Sweet Potatoes.
Pineapple Ice Cream.
Roquefort.
Demi Tasse.
Crackers.



B. J. Burns,
Vice-Pres. Buffalo Grain Dealers' Ass'n.

No sooner were cigars passed around than the Philharmonic Male Quartet of Chicago favored the banqueters with a song entitled "Chicago."

Captain I. P. Rumsey acted as toastmaster, on his right sat E. H. Wolcott of Wolcott, Ind., who acted as chairman of the meeting during the afternoon session, on his left was Professor Stuart of Lake Forest University, who asked divine blessing before the banqueters were seated.

Among others present were Geo. A. Stibbens, secretary of the Grain Dealers National Association; W. L. Parrish, secretary of the Manitoba Grain Dealers Association; Geo. A. Wells, secretary of the Iowa Association; S. B. Sampson, secretary of the Indiana Association; D. Hunter, president of the Grain Dealers Union; L. Cortelyou, president of the Kansas Association; E. J. Smiley, secretary of the Kansas Association; Colonel C. T. Prouty, secretary of the Oklahoma Association, and H. B. Dorsey, secretary of the Texas Association.

The Memphis delegation included N. S. Graves, T. B. Jones and A. E. Malone. Indiana was well represented by O. W. Loughry, C. M. Barlow and I. Z. Newnan.

Among the Chicago dealers present were E. L. Glaser of Rosenbaum Bros., A. Gerstenberg of Gerstenberg & Co., C. B. Pierce of Bartlett, Frazier & Co., E. W. Baley, R. S. Lyon, R. E. Pratt, John Hill, Jr., W. H. Chadwick, W. O. Elmore and E. A. Baldwin.

Speeches and stories were interspersed with songs by the Philharmonic Quartet, and the evening was thoroughly enjoyed by all, altho only about one-half of those present had an opportunity to express their views. The social feature before and after the banquet did much to advance the cause of good fellowship.

Just before breaking up Mr. Stibbens made the following motion, which was

adopted by a rising vote: "I move that we tender a vote of thanks to the members of the Chicago Board of Trade as an expression of our appreciation of the handsome entertainment and dinner given us this evening."

Condition of the Growing Wheat Crop.

C. A. King & Co. have summarized 3,000 replies received during the first week of April to their special annual inquiry as to the condition of the growing winter wheat crop:

Kansas had a record-breaker last year. It looks now as if they would be lucky to get three-quarters as much this season. They show a very slight improvement the past fortnight, less than the other five states. They predict over an eighth of the area will be abandoned. Soft wheat has suffered the most.

Ohio shows the greatest recent improvement, but promises not over three-quarters of a full crop. They say possibly 5 per cent will be plowed up. Missouri fair, with increased area may have more than the last full crop. Indiana little better than last crop; Illinois not quite so good. Michigan may turn out better than the very poor one of last year. Two-thirds of the reports from Illinois, Michigan and Missouri report a recent improvement, Indiana half do, while Ohio leads with four-fifths improved.

Storage capacity of interior mills and elevators has been materially increased during the past two years. Nearly a third report some increase. Millers in Ohio,



E. T. Washburn,
Treasurer Buffalo Grain Dealers' Ass'n.

Indiana, Illinois, Michigan and Missouri generally grind nearly as much wheat as those states raise. They find it more profitable to secure supplies early and hedge by selling futures.

Interior dealers like to earn storage and small banks are now able to assist them. Kansas shows the greatest increase in storage capacity. Ohio and Indiana show a fair increase. Michigan a small increase. Illinois very small, while Missouri shows the least.

Broom corn to the value of \$184,566 was exported during the seven months ending Feb. 1, 1902; compared with \$165,809 worth exported during the corresponding period ending Feb. 1, 1901.

SEEDS.

Statistics of clover seed at some markets are sadly lacking in accuracy.

The Pontiac Investment & Promotive Co. of Pontiac, Mich., has purchased the Ferry Seed farm and will build a residence addition.

Never before in the history of the Department of Agriculture has it experienced such a heavy demand for seed as at present from all parts of the country.

A carload of alfalfa seed formed one of the most valuable shipments ever made from Emporia, Kan. The car contained 700 bushels, valued in the Kansas City market, its destination, at \$4,200.

Contract timothy is holding strong and steady on the Chicago market at \$7.00 per 100 pounds. Sales were made last week at \$7.10, the highest price on record. Timothy seed sold as low as \$1.10 in June, 1878, and as high as \$6.55 in December, 1901.

Clover seed surplus left in the interior after spring seeding is completed will be very small again this season; 1,560 reports say there will be none of consequence; 223 report about a hundred bags,

410 pounds of other grass seed and 4,660 bushels of flaxseed; compared with 1,590,377 pounds of timothy seed, 345,730 pounds of clover seed, 174,440 pounds of other grass seed and 15,177 bushels of flaxseed shipped during the corresponding week in 1901.

James Fike and A. G. Walker of Topeka, Kan., in the late attempt to corner sorghum cane seed, met the fate of Leiter, Phillips and others too numerous to mention. They bought 20 carloads, all there was in northern Kansas, and raised the price from \$2.40 to \$3.40 per 100 pounds, which price brot to light unknown and large supplies from Texas.

C. A. King & Co. write, Apr. 5: Movement of clover seed this week has been smaller. Season is nearing the end. Buyers are cautious, but there will probably be something doing nearly all month. Speculation quiet. Some closing of old deals. Not much April shortage. October is mostly a guess on the new crop. General impression is that it has secured a good start.

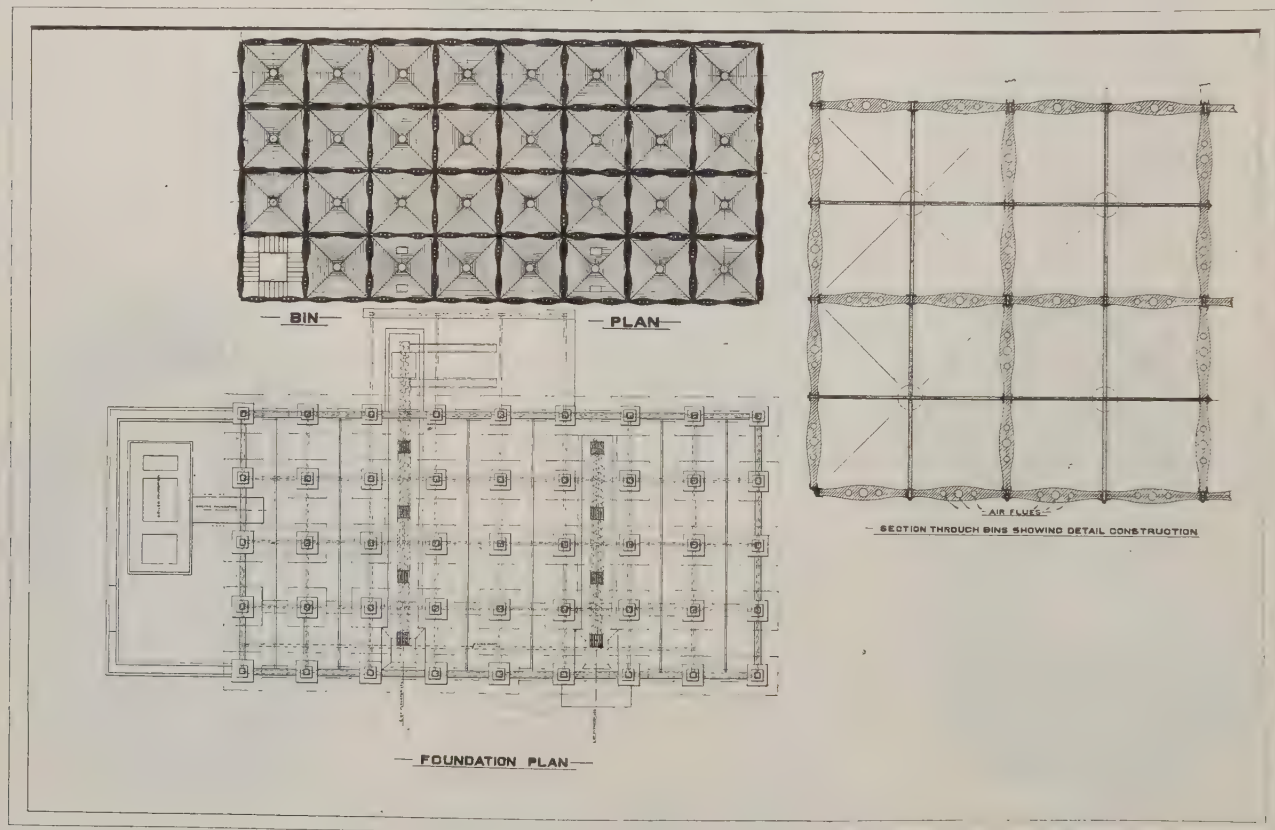
W. H. Small & Co., the enterprising seed dealers of Evansville, Ind., realizing that farmers have waked up to the necessity of sowing improved seed for the ordinary farm crops, have compiled for

seed of grass and forage plants can afford to be without the 24-page booklet issued by the Whitney-Eckstein Seed Co. of Buffalo, N. Y. The questions of farmers can be answered satisfactorily by reference to the tabulated information and descriptive matter contained in this brochure. Send for it.

W. S. Gilbreath, who has been with the Illinois Seed Co., Chicago, has left and taken an interest in a company for the manufacture of pianoforte bass strings. Mr. Gilbreath's many friends will regret to see him leave the seed business. He has been with the Illinois Seed Co. since its organization fourteen years ago, having started in as shipping clerk, and has been secretary and treasurer and president of the company.

J. F. Zahm & Co. report that clover seed receipts at Toledo for the week ending Apr. 5 were 3,500 bags and the shipments 5,755 bags, compared with 1,112 bags received and 7,742 bags shipped during the corresponding week in 1901. For the season prior to Apr. 5 the receipts were 125,060 bags and shipments 120,613 bags, compared with 67,704 bags received and 116,033 bags shipped during the corresponding season of 1901.

Crumbaugh & Kuehn review the past



A Steel and Concrete Elevator of New Design.

while 35 say a carload or more. Michigan shows the largest percentage remaining, and Ohio next.—Summary of 3,000 reports to C. A. King & Co.

Our exports of seed during the eight months ending Mar. 1, 1902, included 5,889,053 pounds of clover seed, 3,869,893 bushels of flaxseed and 2,487,069 pounds of timothy seed; compared with 9,947,330 pounds of clover seed, 2,708,837 bushels of flaxseed and 3,296,371 pounds of timothy seed, exported the corresponding period of 1900-1.

Chicago shipped during the week ending Apr. 5 1,604,220 pounds of timothy seed, 270,000 pounds of clover seed, 239,

free distribution a pamphlet on "Forage," containing practical information of value to growers of cow peas, alfalfa, dwarf rape, Siberian millet, Canada field peas and bromus inermis.

Chicago received during the week ending Apr. 5 650,776 pounds of timothy seed, 139,814 pounds of clover seed, 342,640 pounds of other grass seed and 47,707 bushels of flaxseed; compared with 259,225 pounds of timothy seed, 182,465 pounds of clover seed, 394,175 pounds of other grass seed and 53,900 bushels of flaxseed received during the corresponding week in 1901.

No country dealer who handles the

season's clover seed market: The bad crop reports, light yields, poor quality early in the season, light stocks everywhere, the heavy prospective demand from drouth-stricken districts and the high price of timothy were legitimate arguments in favor of high prices and to which the market responded for a while, but subsequent receipts and especially the volume that was marketed during March proved that the crop had been under-estimated, and especially was this true of Canada, who not only supplied the export demand, but furnished a liberal quantity to the States, and thus cut off considerable demand that would

otherwise have come our way. Even with all this, the market might have held its own had not the bad weather East checked the demand just at a time when it could have offset increased receipts, but it did not, and there is no need now of "crying over spilt milk." We once again have learned that short crops have wonderfully long tails.

Michigan Crop Report.

Fred M. Warner, secretary of state, reports that wheat in Michigan was in good condition Apr. 1. Wheat grew during the winter, and especially in March, when it is frequently injured. Many fields

A Steel and Concrete Elevator.

Grain men who contemplate the building of an elevator for transfer or storage purposes nowadays demand that the building shall be constructed of fireproof material, such as steel, cement, brick or tile.

The latest design of a fireproof elevator is one to be built of steel and concrete. The accompanying engravings show the foundation and bin plans and side and end elevation of the elevator. The principal feature of this elevator is the construction of the bin walls. The corners are formed of channel and angle iron so placed that channel forms a groove or

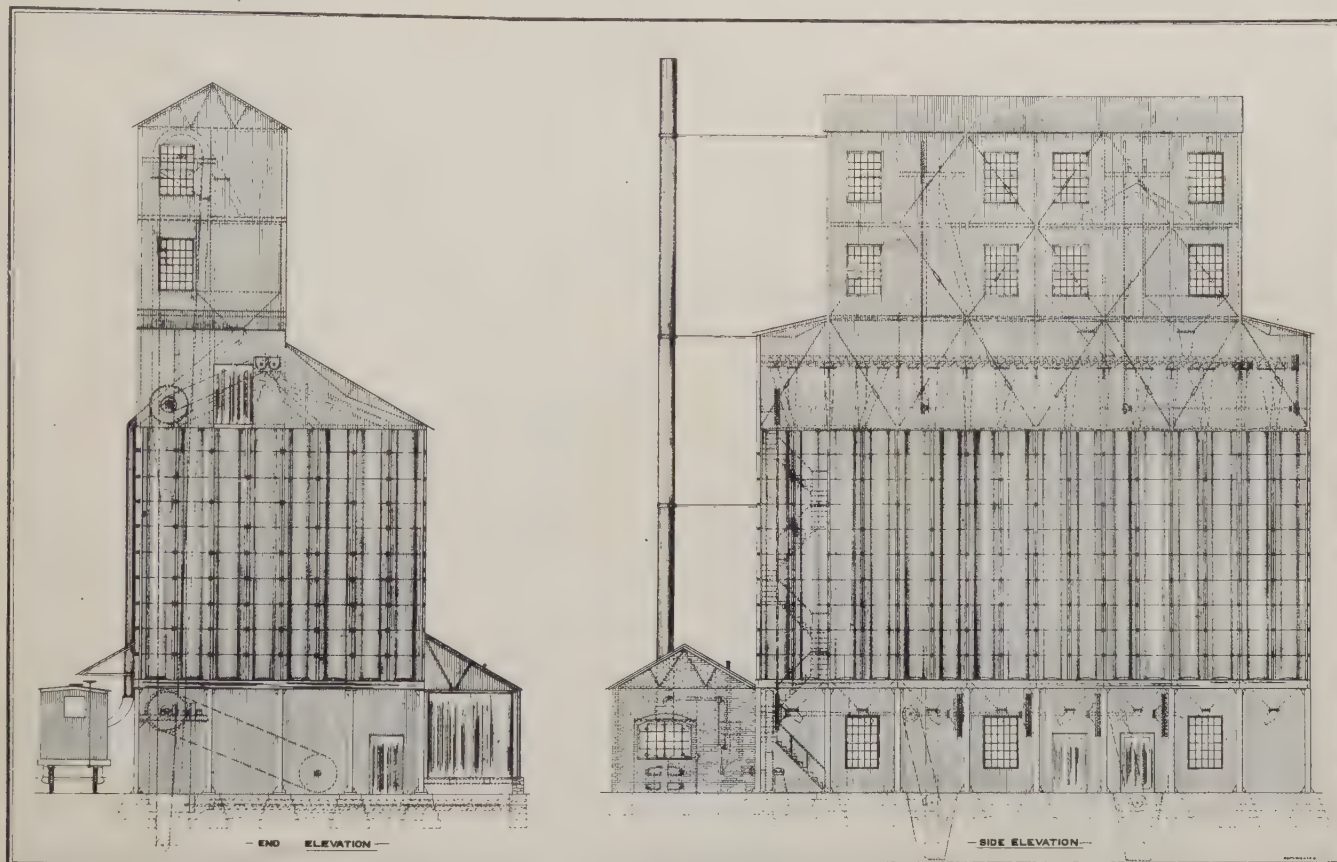
Grain is carried to the distributing spouts by means of a spiral conveyor, also to the boots from receiving sinks by the same method.

Power is transmitted to the line shaft in cupola by a rope drive. The loading spout is on the outside of elevator, leaving the inside of house at top of bins.

This elevator was designed by C. M. Seckner and J. C. Hopkins of the Seckner Co.

Wisconsin Crop Report.

John M. True, secretary of the Wisconsin state board of agriculture, in his first crop report of the season, issued Apr. 1, states that the soil is in good condition for handling, and the conditions are fa-



A Steel and Concrete Elevator of New Design

of wheat at the present time have a small top, but the root is reported to be alive and thrifty. Some damage has been done on heavy soil by freezing and thawing, but no further damage from that source can occur.

Wheat was sown last year on better land more thoroughly prepared, which will in a measure make up for the short acreage. In cutting down the number of acres sown to wheat farmers have left the poorest acres unsown, choosing land that is best adapted for growing a good crop.

Farmers marketed 2,612,000 bushels of wheat during the eight months prior to Mar. 1; against 3,071,000 bushels during the corresponding months of the preceding year.

Germany proposes to make the duty on corn 4 marks per 1,000 kilograms, instead of 2 marks, the present duty; but the tariff committee is in favor of a duty of 5 marks. The government and the committee are agreed on a duty of 1½ marks on other grain not specifically mentioned.

slot for holding an end of the concrete block. At the middle of the side of each bin are two channel irons placed back to back, which forms other grooves for the same purpose. The sides of the bins are built from concrete blocks, the ends of which fit into the channel grooves. The concrete blocks are designed and constructed to carry a load four times greater than can be placed upon them. Each block has three ventilating flues, which when in place cause a continuous flow of air from bottom to top of each bin on all four sides. This, it is claimed, will prevent the heating of grain. The material is all shipped from the mills to be put together with bolts, so no skilled labor is required.

It is claimed that this style of an elevator can be built at three-quarters the cost of steel houses.

The side elevation shows the house to have two elevator legs, one emptying direct to the conveyors and the other into two hopper scales. The grain can be spouted from the hopper scales direct to the loading spout or to the conveyor.

avorable for the germination of grain seeds, but in the southern part of the state, the fall of snow and rain, during the winter and early spring has been insufficient to thoroughly moisten more than the surface soil, and as below two feet of the surface of the earth has not been saturated since the drouth of 1901, copious and frequent showers are needed to prevent like disastrous results in 1902. An unusual amount of plowing was done last fall, which will enable farmers to sow their grain fields early, and if these are properly fitted they have the advantage over spring plowed fields, in retaining moisture already in the soil. Winter grains are almost universally reported as being in good condition, and are now well past any danger from frost. Quite a percentage of the wheat crop of last season remains in farmers' hands. Many of the central and northern central counties have a surplus of oats and hay. Rye and barley have been used for stock feed to a greater extent than usual, and the amount in farmers' hands, for sale, is inconsiderable. Little corn to spare.

Annual Meeting Kansas Association.

The fifth annual meeting of the Kansas Grain Dealers Association was called to order March 25 at 2:20 p. m. in the council chamber, Topeka, Kas., by President L. Cortelyou of Muscotah, who said:

Inasmuch as my time has been fully occupied by the work of the association and sickness in my family, I have not prepared a written address; could not have done so without infringing upon the report of the secretary.

Our check weight bureau at Kansas City has been discontinued, but the Board of Trade has taken hold of the work in earnest and is doing good work. I am pleased to announce that their weighmaster is here prepared to talk to you.

At the last annual meeting you voted to affiliate with the National Association, and we have affiliated. The secretary of the National is here prepared to tell of the work of the National.

I am pleased to say that the association board of arbitration has had only one case referred to it during the year.

Secretary Smiley of Topeka read the minutes of the fourth annual meeting, which were approved.

President Cortelyou appointed the following committees:

Resolutions—H. Work of Ellsworth; A. Aiken, St. Johns; C. N. Burroughs Plainville.

Auditing—A. Thorstenburg, Lindsborg; F. P. Lint, Atchison; E. Johnson, Everest.

Secretary Smiley implored the members to make use of the question box, which was placed in the room for their use.

H. Work, who was on the program for an address on "Crop Statistics; Their Value to the Association," begged to be excused, as he had nothing prepared.

W. L. Parrish, Winnipeg, Man., secretary of the Northwestern Grain Dealers Association, was called for and said:

We had a good organization in Manitoba three years ago. The next year we had a short crop and let it drop, but soon decided that such action was ill-advised. We reorganized and I was chosen secretary. I went to Chicago to learn what the associations were doing and how. Mr. Clark gave me much valuable information and help. I have increased our membership to seventy, which takes in most of the Manitoba elevator companies. Our grain growing territory is rapidly increasing, the land is being taken up by settlers.

Our yield of wheat last year was from 20 to 50 bushels to the acre. Our farmers have about 10,000,000 to 12,000,000 bushels back, so 25,000,000 to 30,000,000 bushels remains to be shipped from the lake ports before the next crop.

Oats in Alberta are plentiful and cheap. The Dominion Government and the Winnipeg Grain Exchange got after the railroads to relieve the congested condition and 1,000 cars of the Great Northern and the Soo relieved the condition considerably.

I think we can easily grow 200,000,000 to 300,000,000 bushels of wheat when the entire area is under cultivation.

Fall wheat has been grown successfully in Southern Alberta, which is a much milder climate than Manitoba.

President Cortelyou: I am pleased to announce that we have with us Mr. H. A. Foss, Board of Trade weighmaster of Chicago, who at considerable expense to himself has come to address you. Mr.

Foss gave us a very interesting talk at the annual meeting of the National Association and I know he will give us a good talk.

Mr. Foss read the following paper:

Improved Methods.

Although in many lines of thought and endeavor, there is little "new under the sun," at the same time, in the particular line of handling grain the century just closed has shown an extraordinary revolution. Through all the ages the methods of transportation and handling have largely involved manual labor, so that the unit has been limited by human strength. But in this age of machinery there is no more remarkable advance than that shown in reaching the market and filling the demand with the minimum of expense and the maximum of speed, especially at terminal points.

The old methods were not only slow, but extremely wasteful, for the spilling of a few grains out of a small measure would aggregate much more than the more evident waste shown in our larger methods.

I have brought with me examples of primitive methods of weighing, and also some of the earlier mechanical contrivances that were destined to do away with hand labor in loading grain. I also intend to show you photographs that represent the latest results of the genius of the age in the lines of handling and transportation.

Before introducing one of the most important factors in the problem—modern scales—we should consider the causes that have practically wiped out the old system of count and measure, although the useless and senseless bushel unit has been retained.

At the time when these measures were established, as before stated, manual strength furnished the unit; the system of trade was largely barter without centralized clearing points and scales were scarce and cumbersome. After a monetary standard succeeded, barter and trade became differentiated and centralized and especially after machinery displaced the unit of human strength, it was found that much more equitable results could be obtained by weighing than by measuring. There could not be a correct car-load or boat-load unit added to the old table of pints, quarts, pecks and bushels, and so the scale came more into use. It but remains to drop the bushel for the cental, or, better yet, to accept the inevitable as soon as possible and join the Metric System progress of the world.

There is no use trying to look back to the origin of scales. They were a necessary factor of the earliest civilization, and in their simpler forms were as universal as pottery. In the Egyptian Book of the Dead, traced back over six thousand years, the soul of the departed is taught to justify itself before the gods by a "negative confession" in which it remarks under oath:

"I have not added to, nor diminished the measures of grain."

"I have not added to the weights in the balance."

"I have not nullified the plummet of the scales."

If in the future this audience happens to land before the Egyptian courts, I hope and trust that you can all justify.

However ancient the balance and the practices that call for such justification or such perjury, we can claim a tremendous advance in accurate and rapid wholesale methods of weighing within the last few years.

Our ancestors seem to have been among the most backward in their methods of weighing, just as we, among civilized people, are still the most backward in our complicated system of weights and measures. The old English scales, which are still in use, were largely based on the simplest form of balances which required a weight equal to the amount to be weighed, discarding entirely the greater value of the mathematical proposition of the steel-yard. To give you a simple illustration of this, I have here a Chinese steel-yard scale—(see Fig. 1)—the date of the invention of which is as much a mystery as most dates that concern that ancient civilization. In California to-day, as in China, the fish and vegetable pedler sells the contents of his baskets which he carries on his back, by weighing on just such a steelyard scale as is here shown. This

Chinese scale has two fulcrums, or points of suspension, and the rod or beam is graduated along the top or side. The bearings are made of cord or rope, instead of steel, as in the case of modern steelyards, but it is scientifically serviceable and reasonably accurate.

The balance scale shown by Fig. 2 was taken from a woman butter vender in Ontario, who used a stone balance, which was supposed to weigh a pound, but was found to be short and the scales confiscated, to the great loss of the merchant. When the lady was called upon for one-half pound, she cut the pound in two in the middle or near the middle, and she could weigh any number of pounds consecutively if time hung as heavy as the boulder. She doubtless would have had a fine and fitting scorn for the ignorant heathen and his steelyard.

The first platform scale was patented in England in 1774 by James Edgell; the second one was patented in England by one Salmon. The first American patent for machines to weigh heavy loads was granted in 1831; this was the same year Chicago was organized, and thirty years before Kansas became a state. This patent was closely followed by others covering wagon, track and hopper scales. These have been continuously improved and enlarged to keep pace with the advance in other lines. I have here an old—(see Fig. 3)—wooden beam, which was in use about 80 years ago. The balance ball is underneath and in front of the forward bearing pivot, instead of behind as on all modern beams. The poise is not connected with the beam and can be lifted off.

There are a great many recording devices used on modern scale beams. These when not attached to the weighing mechanism record accurately the amounts indicated on beam and hanger and eliminate the slips of memory and the common error of transposed figures, and they have our hearty indorsement.

Less than forty years ago track scales were made 28 feet long, with a capacity of only 20 tons. Track scales are now made with the capacity ranging from 60 to 100 tons and from 36 to 120 feet in length. I will present you with a curiosity, which is a cut of the largest scale in the world. It was erected in 1849 on the Erie canal and used for ascertaining the tonnage of canal boats by weighing the boat and its load. (See Fig. 4.) The capacity of this scale is 1,200,000 pounds, and I am told it is still in use. Just why the State of New York should have built a scale to ascertain the tonnage of boats is a mystery to me, as most any schoolboy knows how to figure vessel tonnage by displacement, which method would have done away with the immense expense incurred in the operating and building of so large a scale. This might possibly have been one of the boodle schemes, which have been so numerous in the political management of the Erie canal.

The first hopper scale used in Chicago had a capacity of about four bushels; at least, all the records that I can find show that four bushels was the largest draught weighed on this scale. Here is a photograph—(see Fig. 5)—of one similar to the one in question. The largest hopper scale now used by us is of 1,600 bushels capacity (wheat), or 96,000 pounds. My opinion, based on experience at Chicago, is that the maximum of the best working hopper scales (steel elevators excepted) are from 1,000 to 1,200 bushels capacity. We have never known, in our experience, of a garner being too large or having too free a clearance. I might also add that these large scales should have steel bearing-planks. This we have advocated and it has been put in operation with perfect satisfaction by several Chicago elevators. Among the improvements that have been most instrumental in benefitting the shipper of grain, who settles on terminal weights, are these large hopper scales—(see Fig. 6)—with a garner of sufficient size and a receiving sink that allows all the grain to fall directly from the cars to the bottom of the sink or boot. These three devices serve alike the shipper, buyer and elevator operator, as they minimize error, prevent delays and save much labor.

My remarks on scales, which are such an important factor in the grain trade, have not been confined to grain scales, for the grain trade has furnished but little of scale history. In concluding this part of my talk, I would mention other weighing devices that have come under the notice of my department.

Self-registering and computing scales require added friction and are therefore inherently less accurate than those with ordinary bearings.

It seems strange that when the principles of the balance scale are so well known and so simple of adaptation to all sorts and amounts of work that, such an uncertain and varying device as the spring scale should find a place. We have but to consider the allowance made for expansion and contraction in all engineering involving metal, and the checks and balances needed to regulate a watch spring, to show how inaccurate such scales must be. When we realize the effect of rust on the action of a spring, it does not need the proof of testing to show the unfitness of the spring balance, except as a rude approximation, suitable as a foundation for fisherman's fables.

The Chicago Board of Trade, which was organized in the spring of 1843, with a membership of only 82, was largely instrumental in securing the introduction of the system of measuring grain by weight, which initial step opened the way for the

horse power was not applied until 1848. The next ten or fifteen years was not marked by any special improvement in the methods of handling grain, but it was during the subsequent period that the greatest strides were made, not only in grain elevating devices but also in railroad equipment.

As late as 1867 farmers delivered their grain in sacks to the grain merchant, according to the late Mr. F. H. Peavey, who himself carried a great deal of grain on his back and stacked it up in his early warehouses. Sacking still continues to a certain extent among some of the farmers in the Mississippi valley country when wheat is high, and also in case of some other expensive grain and seeds, but it is not at all the common practice.

On the Pacific coast, however, sacks are still in general use and have evident advantages as an offset to the expense and comparative difficulty of handling. The

power. Here is a portion of an old screw conveyor [See Fig. 9] which was used about forty years ago for transferring wheat. It is made entirely of wood, the paddles being driven into the shaft. To give you an idea of the vast improvement in conveyors, I call your attention to the photographs, showing the modern way of conveying grain by belt [See Fig. 10].

Rope drives have revolutionized the system of power transmission and are fast taking the place of belt and chain drives.

I have here a picture of the old-fashioned Jumbo [Fig. 11], which was formerly used in Chicago in transferring grain from one car to another. The car to be unloaded, was placed on one side of the Jumbo and the empty car, into which the grain was to be transferred, on the other. The grain was shoveled into the boot and elevated to a hopper scale situated in Jumbo's bowels. It was then weighed, re-elevated and spouted into the empty car. This system was very unsatisfactory, for the reason that the Jumbo had to be moved along the line of cars to be served, continually jarring and disturbing the level of the scale, and rendering accuracy impossible. Jumbo and his "works" have been abandoned for the modern transfer elevator, not so picturesque, but capable of doing its allotted task well.

The advance in railroad equipment during this period has been even more marked than that of grain-elevating machinery. Less than half a century ago, 20,000 pounds was considered a large carload of grain. Now the capacity of cars ranges from 30,000 to 100,000 pounds. I have here a picture of one of our 100,000 capacity cars, with modern rabbetted or overlapping doors [See Fig. 12], which, when closed, are flush with the side of the car, thus strengthening weak grain doors. Here is also a picture of a steel box car of 80,000 pounds' capacity [See Fig. 13], and altho not yet in general use, promises to be the car of the future. This particular car shown has been in use nearly two years and has never had any repairs on the box and has never been charged with any shortages.

The old struggle between rail and water is by no means settled in the land route's favor. It would have been long ago had not improvements in speed, capacity and machinery kept pace with railway equipment.

As I stated before, the first vessel (the brig Osceola) to take bulk grain from Chicago was in 1839. This load of 3,678 bushels of wheat was considered marvelous at the time. The size of vessels greatly increased, and in 1866 the schooners Erastus Corning and Graves created a great stir by carrying 40,000 bushels each. It was thought then that the limit had been reached. Developments, however, proved this to be an incorrect conclusion, as it is a common occurrence for vessels to carry from 200,000 to 300,000 bushels. On October 15, 1901, the steamer Holden loaded at a Chicago elevator with 362,000 bushels of oats. Another record-breaking cargo was on October 9, 1900; then the steamer Simon J. Murphy took 269,000 bushels of corn or 7,532 tons. To illustrate the improvement in grain transportation I will give you the following figures on the latter cargo:

It would take 753 of the 28-foot over all, 20,000 pounds' capacity cars, such as were used when I first entered the grain business, to carry this cargo, which, if made into a train, would be about four miles long.

The water routes are by no means out of date, and if that portion of river and harbor appropriations now wasted in useless local jobbery were honestly applied to well recognized trade routes, there would be still greater improvements and lowered rates to the seaboard.

President Cortelyou introduced J. G. Goodwin, Board of Trade weighmaster, Kansas City, who had been announced to talk on weights at Kansas City.

J. G. Goodwin: I took charge of the weighing at Kansas City last October. We have resealed all the scales and some of them have been taken out and overhauled.

The railways are patrolling their yards and cars are carefully swept clean of all grain into the receiving sink of the elevators.

We want your grain and assure you that you will get credit for all you place in the cars.

We have been weighing corn from Chicago all winter and the weights show a shrinkage of only $\frac{1}{8}$ to $\frac{1}{4}$ per cent. All



Improved Methods. Fig. 1. Chinese Steelyard Scale.

subsequent great improvements in the methods of handling grain. It was also a strong advocate of the central system, which is that of computing by the hundred weight, instead of by the bushel. If the central system were made a national medium of settlement, the confusion resulting from the bushel method would be eliminated, and there would be a saving of time, worry, labor and expense. This is a matter that should be considered by all those interested in the grain business.

Having given you some idea of the improvements that have been made in scales, I must not neglect comparing the modern elevator and the methods of handling grain with those of 60 years ago.

In 1838, the first shipment of wheat (78 bushels) was made from Chicago via the lakes. The historic 78 bushels were shipped in bags to Buffalo on the Steamer Great Western by Mr. Charles Walker of Walker & Co. The second shipment of wheat from Chicago was from Newberry & Dole's grain warehouse [See Fig. 7] in 1839, which was the first one in Chicago and was situated at the north end of Rush street bridge. This shipment comprised 3,678 bushels and was bought from farmers' wagons and hoisted by hand power to the upper story of this warehouse, pulley-blocks and ropes being used; it was then transferred to the brig Osceola from bins in the upper story by forming a line of men who passed the grain in buckets, precisely as bucket-lines were used to pass water at fires before the introduction of fire engines. It was then poured through a spout to the deck of the vessel and into boxes holding four bushels. These boxes were then carried to the hold of the vessel by two men.

This firm (Newberry & Dole) afterwards built and operated another warehouse and elevator but on account of increase in business, man-power gave way to horse-power in the elevating and transferring of grain. A bucket-belt, not unlike those now in use, was used to raise the grain to the upper story. The endless treadle on which the horse traveled was in the way and besides it made a great deal of noise, hence this tramway was transferred to the upper story and with straps and pulleys a party of sailors also transferred the faithful horse to the upper floor, where he lived and traveled for seven years without ever setting foot on terra firma.

The use of steam power in the place of

grain is threshed in the field by immense reapers and run through a chute into the sacks, and the only handwork done is to sew the tops of the sacks and roll them off the machine while the harvester is traveling. These sacks are picked up after the field is finished and hauled and stacked up during the rainless summer, until they are loaded and hauled to the dock for shipment. The warehousing in this case is all shed-room on the ground, and with the modern derrick handling, there is not as much hand labor as might be expected. It is impossible to mix or in any way change the grades of this grain; and the question of waste, except from rats, and accidental cuts or tares, is entirely eliminated. It is interesting to note that all grain handling on the coast is conducted under the central system. The advance in housing grain in bulk so as to load, unload, weigh, clean and ventilate it in great quantities, is the achievement of a single generation. Between the board bin of the farmer and the bitumen-coated pits of ancient central Asia, or the stilted acorn storehouses of the Digger Indians there was little to choose. Probably the pits were the best.

Almost in our time were first erected as a wonderful relative improvement the old-fashioned, flat-bottom bin, horse power warehouses, with their small scales and little elevating legs, that would raise from but 200 to 600 bushels an hour. These have been superseded by large, steam power elevators [See Fig. 8]. The standard terminal elevators of to-day have a capacity ranging from 500,000 to 2,500,000 bushels, with legs that will elevate from 5,000 to 25,000 bushels an hour, with scales that will weigh a carload at a single draught and also with modern loading spouts with a drop of from 60 to 80 feet, through which corn can be loaded into cars at an average of 16,000 pounds per minute. At this rate an 80,000 capacity car can be loaded in five minutes.

The hand scoop shovel at terminal points is also a thing of the past. Steam shovels have replaced it and now unload a car in from seven to fifteen minutes. And neither spill, waste nor grunt as did the scoop and the scooper.

The old screw conveyor saved much labor in its day and was considered as nearing the mark of perfection, but this, too, will soon be buried among the by-gones, outclassed by the belt conveyor, which can do the work of several screws with less

our weights on grain to New Orleans have held out well.

In all our large elevators we have two men. One on the scale floor and one below. We keep a record of every car seal. The grain inspectors reseal every car.

We have prosecuted four thieves for breaking into grain cars. One man who was caught with three bags of grain recently and shot by the watchman will come to trial to-morrow.

About 25 per cent of the grain cars are unfit to load grain.

The old cars are of light construction and generally in poor condition.

The railroads will not accept any but Board of Trade weights. If the shipper wants our weights he must specify "Board of Trade Weights."

All the sacking of grain for which we weigh is done in warehouses.

The majority of the railroads have done away with sacking in their yards.

We do not deduct 100 pounds. Our certificates show the net weight.

P. F. Lucas: Every meeting I have attended this 100 pounds dockage matter has come up for discussion. It is an arbitrary dockage taking by the buyer. I do not mean to say the practice is right, but it is still the custom.

H. B. Dorsey, Weatherford, Texas: It is customary to take 10 pounds to the 1,000 for shrinkage in Texas, [laughter] but only three pounds per 1,000 at Galveston.

H. Work, Ellsworth: I am sure the members have enjoyed the addresses of Mr. Foss and Mr. Goodwin and I wish to offer a vote of thanks.

The motion was seconded and carried by a rising vote.

President Cortelyou: I wish to announce that we will have a smoker and informal meeting in this room to-night.

Tuesday Evening Smoker.

The dealers were late in assembling, but when President Cortelyou called them to order the room was well filled, many new dealers having come in.

President Cortelyou: We want you to enjoy yourself, have a social time. We have plenty of cigars and want you to burn them. I have been asked to call on

cepted. I will tell you about a pompous Irish gentleman, who was operated upon.

D. L. Croysdale told an exciting story about W. S. Washington and his pointer.

W. S. Washer told of the Swede who went to Alaska.

A. R. McKinney told a typical Irish tale.

Col. C. T. Prouty of Oklahoma told of his trip to Texas.

the farmer or country shipper, and the grain dealers and large elevator men, and I think I know them well, and know enough how each want to be treated to strike a "happy medium" and be fair. If I am not, I hope you will be lenient, for we all make mistakes.

The Department has charge of inspection at Kansas City, Atchison, Topeka, Coffeyville, Leavenworth, Winfield and Parsons, with a force of 18 inspectors, 13 weighmasters and 12 helpers, a total of 46 persons.



Improved Methods. Fig. 2—Balance Scale.

A. H. Bewsher of Nebraska told a Sunday school story, also one on McTiernan looking into a hair brush and calling for a shave.

George A. Wells: I am looking for the difference between the extremes as pictured and lived by Smiley.

After the smoker many of the dealers succeeded in getting wet in a heavy shower.

Wednesday Morning Session.

The meeting was called to order at 10:15 a. m. by President Cortelyou, who called for resolutions and questions for the question box.

including office force, with headquarters at Kansas City, Kansas.

The inspection of grain in Kansas has now been established several years, and is on a firm basis. There is no question but that the Department as conducted by the state, is a benefit to all parties.

We are in the position of arbitrators, and the inspector, when he goes in a car, not knowing to whom it belongs, or from whom it came, should be and is, an arbitrator. It lays largely with him to set the price on the shipper's grain, and to give the receiver a true sample of the contents of the car and its grade. Our grades are recognized and known all over the country and have a standing in nearly all of the markets of the United States.

Our inspectors are selected as reliable, trust-worthy men, strictly honest, and experienced in grain, and to doubly safeguard the inspections, they are required to give a bond faithfully to perform their work. And yet they are human, and "prone to err," but, with the safe-guard of reinspection, by an expert inspector, and the committee, composed of three disinterested grain men, the shipper and receiver are sure of correct inspection, if he takes advantage of these safe-guards.

The average shipper of grain is an honest man, and loads his cars the same in the bottom as on top. We occasionally find a car that we think has been loaded with the intention to deceive, and such dishonesty, when found, is not lightly passed over, as we grade the whole car by the poorest grain that is found in it, if we are convinced it is done to defraud. If the shipper with two or more kinds of grain would keep them separate, it would be easier to grade and would remove any suspicion of plugging. It is a remarkable fact, that it rarely happens that the poor grain in a car is on top; by some means the poor stuff works to the bottom of the car and unless the inspector has a good long tryer and gets close to the bottom, it is missed and the "honest" shipper is correspondingly happy (and the receiver in a larger degree is unhappy).

The chief inspectors of the United States have formed an association, and at a meeting held in Philadelphia during the month of February, samples of standard contract grain, from the different inspection departments in the United States, were submitted with a view to getting a more uniform inspection. The rules and grades as established at the different markets in the states, we found, are very nearly the same, and with little time, we hope will be uniform all over the country. Then the old trouble of off-grades and misinspection will be largely a thing of the past, and a cer-



Improved Methods. Fig. 3—Wooden Beam.

Mr. Dorsey, secretary of the Texas association.

Mr. Dorsey told a number of ludicrous stories and kept the house in an uproar. P. T. Lucas of Kansas City was called for and told one good story on Mac.

A. P. Reardon gave an exhibition of modesty and told how the train was stopped for the old lady to take a pill.

H. A. Foss of Chicago expressed a willingness to drop it.

H. H. Haines of Chicago told of Mr. Appendicitis, the dago.

S. J. McTiernan "Mack": I am glad to see such an intelligent looking audience, the gentleman from Nebraska ex-

B. J. Northrup, chief grain inspector for Kansas, read the following paper:

Grain Inspection in Kansas.

Your secretary has asked me to read a paper on "Grain Inspection in Kansas." It may be he had a sinister motive in getting me here; possibly for you to inspect me. If such is the fact, I call for reinspection right now, to be followed by the full committee to sit on the case.

I admit I do not know it all, so if my remarks are not up to your expectation, you will excuse me on the plea of "want of knowledge." I have been on one side of the grain question all my life; was reared in a mill and have been a buyer of grain for milling since arrival at age of discretion. I now find myself in a position between the people I used to buy grain of,

tificate issued in Kansas will be accepted at any point.

Our Kansas hard wheat is such a distinctive type that it is not easy to misinspect or unfairly treat it, although the tendency at times is to mix some other wheat with it, and pass it off as Kansas wheat; but we have a grade that covers that class of wheat, which is known as mixed wheat, composed of any kind of sound wheat from any locality. Our dark turkey wheat can't be counterfeited, as its character is so distinct from the other hard varieties in color and shape, and it is growing in favor year by year. I think it should have a grade of its own, to distinguish it from ordinary Kansas hard wheat. And our red wheat, although not raised as largely as in former years, is still much in favor with millers.

Our corn and oats have been neglected this year owing to a partial failure of crops, but we have tried to keep the grade up to the standard with the other grains.

The weighing of grain is also a branch of this department, and is a very important part of our duties. Our weighmasters are selected as trustworthy men, under bond to do their work faithfully. We have men in nearly all the elevators in the state and we are doing our best to give correct weights. I can truthfully say, we weigh all the grain that comes up and gets in the hopper scale. It is impossible for the weighmaster to be down stairs and see the

Mr. Northrup: It can be inspected, but not re-inspected.

C. A. Cooper, Lyons: Is No. 2 wheat inspected in an elevator the same as No. 2 wheat out of an elevator? Is the inspection as rigid in both cases?

Mr. Northrup: It is intended to be exactly the same.

H. B. Dorsey: The general complaints of our buyers is against Kansas City and St. Louis grades. How much wheat and corn is permissible in No. 2 oats?

Mr. Northrup: No. 2 oats must be reasonably clean and free from other grain.

A. Aitken, St. John: I have a car of No. 2 seed oats in a bin at home that is full of sunflower seed. It came from Kansas City, Kas. The farmers refuse it because they will have to clean it before they can get it through their drills.

Mr. Northrup: When you are dissatisfied with your grades, let us know it. We can not detect and correct wrongs unless we know of it.

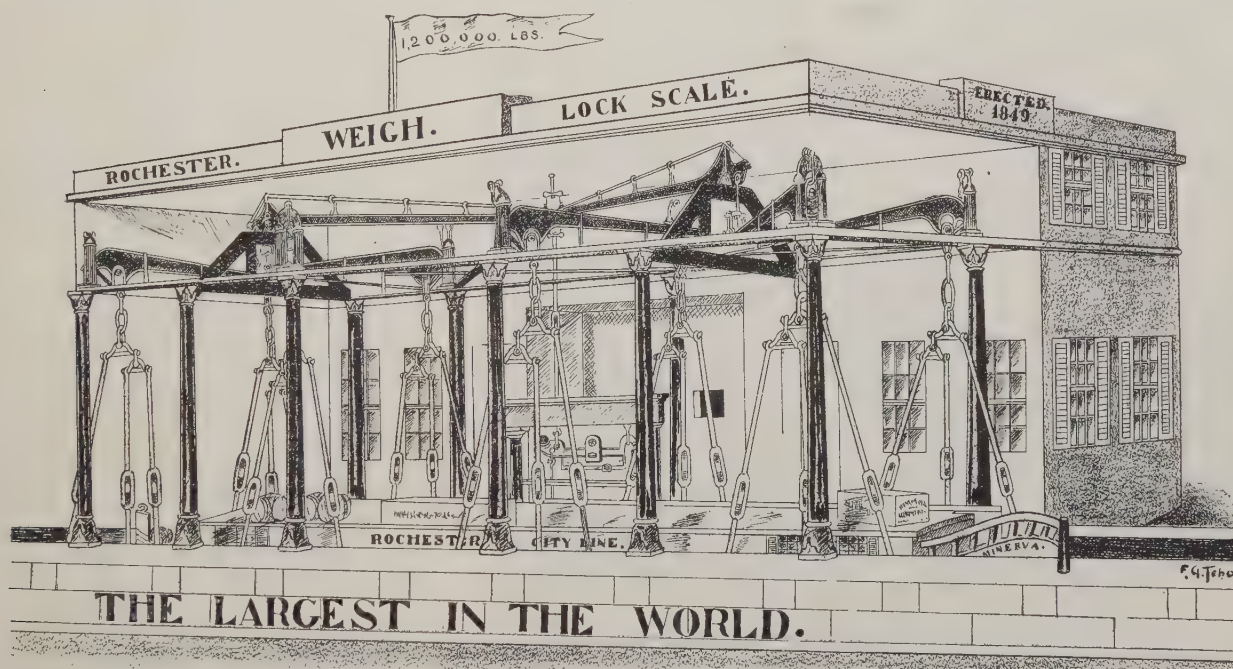
L. Noel: I think these questions re-

his members, and if the members fail to report irregularities they weaken the very machinery that operates to alleviate the burdens of the country grain dealer.

It is the sacred duty of all members to pay their dues promptly as it costs money to carry on the work of any organization, and a lack of funds cripples the organization to which you belong. The amount of money you contribute to the association to which you belong is so insignificant compared with the amount of money you would spend in one year fighting one of your competitors, that you will blush with shame when you think of the narrow view you have taken of the matter.

When you are advised by your secretary that certain firms in terminal markets are soliciting business from irregular dealers, it becomes your duty at once, as a loyal member absolutely to withhold all business from such firms until such time as they regard the interest and welfare of the regular dealers.

It is the duty of every member to accord fair treatment to his competitor, for in no other way can harmony be created among country shippers, and without harmony your business ceases to be profitable and your elevator property depreciates in value. Association work has increased elevator property from fifty to one hundred and fifty per cent in value in every state where a good live grain organization has been in operation for a few years.



Improved Methods. Fig. 4—Largest Scale in the World.

car cleaned and see the grain all go up, and at the same time be at the scale taking the weight. We have very few complaints of short weights and when we do we investigate them carefully and try to find out the cause of the loss. Sometimes we succeed, but I am sure if we collected a larger fee and had a larger force, we could reduce the short-weight problem to a minimum, by having a man at the car to see no mistakes are made in getting all grain out and all up the proper leg, and the signal given at the proper time that it is all up and in the garner. A great amount of short weights is caused by poor cooping and overloading old cars.

In no case have I found an elevator under suspicion of stealing, but I am satisfied the shortages occur largely by mistakes in elevating. If one car is "short," another will be correspondingly "over." We hear from the short weight cars only; never from overweight.

I hope our relation will be as pleasant in the future as in the past, and at any time you feel aggrieved with the department, we will take pleasure in helping you get correct inspection and weights.

Secretary Smiley asked if corn coming from the North for shipment to the interior could be reinspected upon request of buyer.

garding the rules governing the in and out inspection being different are prompted by the experience of Kansas dealers, who found it so difficult to get good corn to grade No. 2 when they had it to ship, and now that they are buyers find that any old thing will grade No. 2 corn. It is truly remarkable that so much stuff should be permitted to pass as No. 2.

President Cortelyou: We will now hear from D. Hunter, president of the Grain Dealers Union of Southwest Iowa and Northwest Missouri.

D. Hunter, Hamburg, Ia.: It seems rather ambiguous that I should be asked to come to Kansas to tell so intelligent a body as this their duties to their association. I will read:

A Member's Duty To His Association.

The important duty of a member to his association is carrying out the principles of his organization. No association can bring about good results for the trade unless loyally supported by its members.

Members are often disloyal through negligence. A certain amount of information must be obtained by the secretary through

A great many country dealers do not appreciate the work that is being carried on in the several states for the benefit of the trade, if they did, a great many more would be better supporters of the organization of which they are members.

Some dealers do not realize that the members of an organization is what compose it, and it is very necessary that each individual perform a certain portion of the work. To make a successful organization each member must give it his hearty support in all cases.

It is the duty of each member to conduct his personal business in such a manner that he will not be forced to take up the time of the secretary in adjusting petty matters that can be avoided by pursuing businesslike methods.

Each member owes it to his Association to send correct invoices to receivers when making shipments, as it relieves your secretary of taking up matters of that nature, and a correct invoice of your shipments will prevent your drafts from going to protest.

Compare the conditions existing in your state to-day with what they were six years ago; then ask yourselves the question: Have we not received \$100 in return for every dollar we have contributed to the Kansas Grain Dealers Association?

When writing your secretary about irregular acts of your competitor, be sure you are right, and that he has no ground

for counter charges. Give all the facts in your first letter, this will save a great deal of needless correspondence and unpleasantness. When making claims for shortages or claims of any description, get all information and facts pertaining thereto, and include all in your first communication. Omit nothing and state nothing but facts, this will save your secretary, your commission firm and the railroad people an immense amount of useless correspondence and you will be surprised to learn how quick all are to favorably recognize your mode of doing business.

Now a few maxims which I stole from a bulletin of Secretary Wells and I am through.

Arbitrary methods beget public agitation. Coercion arouses antagonism.

Diplomacy creates friendship.

Bluffing loses force when the other fellow gets onto your game.

You cannot practice questionable methods and always maintain the highest reputation for integrity.

Your friend to whom you are giving favors on the side to retain his patronage will be your worst enemy when you discontinue such favors.

The hog will eventually get slaughtered.

It is your duty as a member of the Kansas Grain Dealers Association to correspond with the secretary about scoop

felt anything would be preferable to your then deplorable condition. The organizations throughout the different states are deserving of great credit for the winning fight they made on the start, for in the beginning nearly all the commission firms were against organizations in the country, because, they felt we had no right to dictate to them with whom they should do business. Grain associations have been a godsend to the receiver, as well as to the country shipper, because they have placed the business on a high basis and have been the means of rooting out the disreputable element in the country trade, as well as at terminal markets.

After six years of education along these lines the commission firm or track bidder who is disposed to cater to the scoop shovel element or farmers' elevator concerns is not worthy of the business they represent. We still have in existence, in nearly all markets, one or two firms who solicit business from the disreputable element of the grain trade and I desire to state that their business is steadily decreasing. It is only a question of a short time until they will cease to exist as commission firms, because they cannot make a living out of the business they receive. When you come in contact with commission firms of this class they tell you they are legally bound to receive consignments of grain from any per-

lose their prestige as state organizations, but nearly all associations have learned that they were mistaken. The state organizations have a distinct function to perform in association work and the national has another, one necessarily does not interfere with the other. In order to bring about the needed reforms at terminal markets the affiliated associations must work hand in hand with the national, and if this is done it is only a question of a short time until the grain trade will be on a higher plane than this country ever knew.

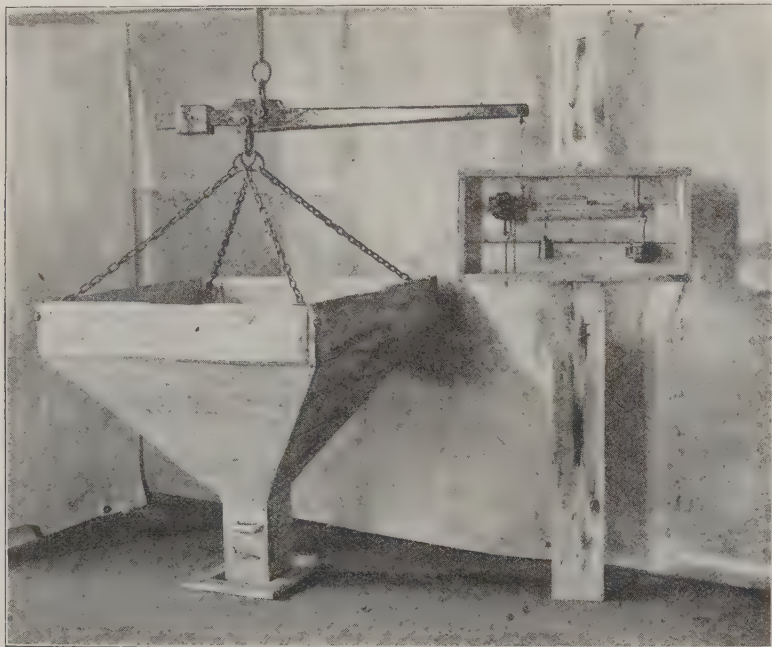
We can truthfully say that association work is only in its infancy and the national association in the past has been handicapped on account of the lack of funds that were necessary to bring about reforms in terminal markets, but I am pleased to say to you that the national association is on a better financial basis than ever before and its membership and its funds are gradually increasing. By the time the next annual meeting comes around we will have a national association in this country that every grain man will be proud of.

It is not necessary for me to remind you that the reform in the weighing system in Kansas City was brought about by the Kansas association establishing a check weight bureau in that market, and that fact alone is responsible for the present system in vogue in Kansas City. I presume you are aware that the reform in the weighing system in Chicago and the doing away with the sweeping of cars was brought about by the national association. You are also aware of the fact that the state secretaries and the national secretary combined their influence and swooped down on the city of St. Louis and started a general reform in the weighing system in that market. This fully demonstrates the fact that reforms in terminal markets must be brought about by a combination of influence. This work can be done by the national association successfully if backed up loyally by the state organizations, and it can be done in no other way. Whenever the national and state associations work hand in hand, as one man no opposition can long stand in our way.

The bucket-shops are fast being driven out of business by the determined fight inaugurated by the exchanges of the country assisted and backed up by the national and affiliated associations. If the Chicago Board of Trade thought the national and affiliated associations were of no benefit to them they would be very slow in soliciting our aid in the bucket-shop fight. All these facts should demonstrate to every loyal association member that the different associations should work in harmony with each other and we should agree on one common plan of battle. Our cause being a common one, our plan of action should be universal and each secretary should know how a brother secretary in another state would handle the same proposition. By agreeing upon a uniform method of handling matters pertaining to association work it will result in much more benefit than has ever been accomplished.

I presume no organization has ever been persecuted as you have in Kansas. You have been persecuted by the disreputable element among the receivers and politicians. You have been persecuted by an element in the state of Kansas that exists to some extent in every state but not so much so as in this state; and this very element is opposed to good government, good morals and good business methods. If ever an organization was entitled to the loyal support of its members it certainly is the Kansas Grain Dealers' Association. The element now fighting you seeks to disrupt and demoralize your organization to such a degree that you will finally abandon it. This persecution of yours in this state has largely been brought about by one man who clearly understands, that were he dethroned, he would be forced to seek another vocation.

The time has come which behooves each member of the Kansas Grain Dealers Association to give both his moral and financial support, for few of you realize the condition your business would be in should you abandon your organization. I presume no individual member of this organization has contributed to its support from the beginning more than \$75 to \$100, and I ask you in all candor, Have you not received in return \$50 for every dollar you have contributed to the support of this organization? This is purely a business proposition with the country dealers and they can no more afford to let your organization die than they can afford to set fire to their elevators. Discontinue the organizations of to-day and your business will be ruined, your elevators will depreciate in value, your stations will be infested with two or



Improved Methods. Fig. 5—Chicago's First Hopper Scale.

shovel shippers, irregular acts of competitors, differences with bidders and receivers, short weights at terminal markets, anything pertaining to the grain trade.

Always attend local meetings, be a booster, not a kicker.

President Cortelyou: We will next be favored with an address by George A. Stibbens, who was elected secretary of the National Association at its last annual meeting:

Secretary Stibbens read the following paper:

What Associations Have Done for The Grain Trade.

This is the first time I have had an opportunity of addressing the grain dealers of the State of Kansas and I deem it a great pleasure. If I should simply say: What haven't associations done for the grain trade? I believe I would have made a speech. Of course you expect me to say something on this subject and I say without fear of successful contradiction that the Grain Associations of to-day have raised the grain trade out of a rut of despair and pauperism and have placed it on a profitable basis. Six years ago in this State, as well as in others, there were but few firms making a legitimate profit out of the grain business.

When the agitation for organization commenced you became members because your business was in such a condition that you

son or persons, but if they would take the trouble to investigate the matter, any reputable attorney will disabuse their minds of that heresy, as no firm is legally compelled by law, to receive a consignment of grain from any one. The receiver or track bidder who is not willing to recognize the principles of association work today, should be so thoroughly advertised by the various organizations that he would soon seek another livelihood.

The different organizations, through their frequent meetings, instill into the minds of their members a feeling of friendship which does away with a large amount of cut-throat competition that existed a few years ago. The fact of the country shipper and the receiver coming together at different times has created a feeling that begets honest treatment from all parties concerned. Six years ago elevator property in the state of Kansas, as well as other states, could not be sold for 50 cents on the dollar on account of the demoralized condition of the trade, but the workings of your organization and others has advanced your elevator property from 50 per cent to 150 per cent.

These are a few things of what associations have done for the grain trade.

After state organizations arrived at a certain stage it was found there was still a work beyond their reach, and circumstances brought about the need of a national association. There has been a feeling in the past that if the state organizations affiliated with the national they would

three scalpers and you will virtually be out of business. Country dealers cannot possibly secure a fair margin of profit without the assistance of grain organizations, for there are a certain class of people that would be continually wielding the scoop shovel trade were it not for the influence brought to bear on them by the different associations, and there are commission

station, keeping the secretary in touch with all matters that bear on the grain dealers' business. Every member of an organization should be enthusiastic, ever ready to lend all possible assistance in order to bring about beneficial results.

Every regular grain dealer in the state of Kansas should realize more thoroughly the necessity of supporting the organiza-

Association work has reached the point where they must be conducted on broad principles, ever keeping in sight that excessive margins and undue competition create the very concerns that are now making you a great amount of grief. I assure you that you have the sympathy of the entire grain trade and we are anxiously watching for the higher courts to say that your unjust anti-trust law is unconstitutional. When such a decision is proclaimed by the public and the press throughout the country it will be hailed with delight.

You must remember that anything which affects your organization to a certain extent affects every other organization of like nature. All associations are deeply interested in the outcome of your present troubles and they extend to you their heartfelt sympathy.

In conclusion I desire to say, stand together as one man, ever ready to assist your officers in the performance of their duties as they cannot succeed without your support.

President Cortelyou: The next on the program is an address by George A. Wells, secretary of the Iowa Grain Dealers Association, on "Is the Regular Grain Dealer a Necessary Factor?"

Mr. Wells: I never made an address in my life. I will read a paper.

Is the Regular Grain Dealer a Necessary Factor?

Is the regular grain dealer a necessary factor in the transportation and distribution of the grain products of the farm?

Can the handling of grain from the farmers' wagons to the car be successfully done without the modern grain elevator, with dump and elevating machinery; and in some manner that will be less expensive and require less toll from the farmer?

Suppose that there were no elevator facilities at stations and each farmer loaded his own grain and shipped it himself, or sold to a scooper, would such a method be sufficient and satisfactory to the farmers and the public?

I believe that no person will argue that modern elevator facilities at least are not.



Improved Methods. Fig. 7—Loading Wheat From Chicago's First Grain Warehouse.

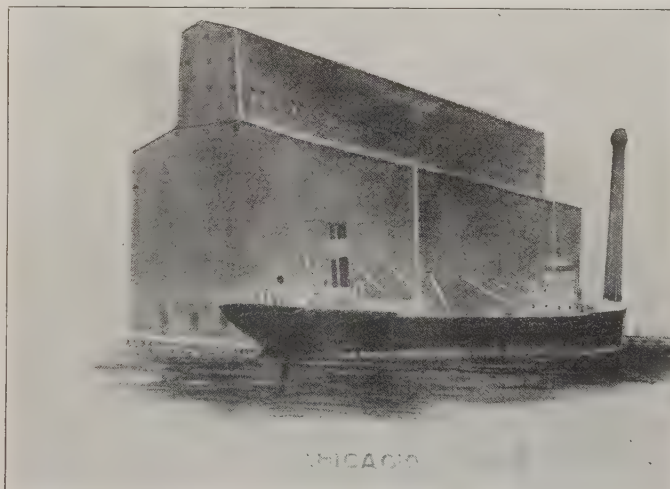
firms in every market that would willingly handle that class of business were it not for the fact that they would be brought into disrepute with the legitimate trade. If it was not the fear of the advertising they would receive by the different associations there are a number of firms that would be soliciting a scalper's trade to-day. Each state secretary should furnish the names of all commission firms who handle scoop shovel shipments to all other secretaries in order that a complete list of scoop shovel receiving firms could be gotten up and advertised widely to the entire trade. It has been the habit of each state secretary to notify the commission people in the markets tributary to his territory but the plan should be universal and every secretary should know the names of firms in all markets who solicit business from irregular dealers. In this way we could furnish the trade with a complete list and help each other.

The most perplexing question, I presume, that associations have come in contact with is the receiving element in terminal markets who solicit the business of irregular dealers. Of course, they have a legal right to do this, but morally they are grossly dishonest. Usually you will find a firm who solicits shipments from irregular dealers to be tricky and dishonest. Every regular grain dealer should absolutely refuse to give any business to this class of commission firms.

Every dealer owes it to his association to render all assistance in protecting his own trade. He should furnish information of all irregularities to his secretary in order to keep him advised of what is absolutely necessary for him to know in order to help bring about the conditions you want. Certain irregularities may exist at different stations and it is impossible for your secretary to be constantly at each station to learn what is going on. The only means of information that he has is through his members and if you do not inform him of what is necessary for him to know, you are certainly to blame. Each one of you should help to build up the organization to which you belong and it is your sacred duty to furnish all information possible to the officers of your organization in order that they may guard against certain evils that are brought about by irregularities at different stations. A great many dealers do not give their organization the support it is entitled to and if they did the conditions throughout the country to-day would be far better than they are.

My experience has been that a few men in a state will take up associated work and push it, and a large majority of the trade simply stand by and look on without making any effort to assist in the work. This is not as it should be. Each member should consider himself a committee of one whose duty it is to look after the interests of the association at his local

tion on account of the populist movement now on foot to organize farmer elevator concerns throughout your state. If you relax your efforts in behalf of your organization these concerns will gain a foot hold and new concerns will be started up all over your state. You already have enough of these farmer concerns to know what you have to deal with and it is



Improved Methods. Fig. 8.

to your interest to support loyally your organization.

It would be well for you to consider that it will be unwise for you to exact excessive margins in handling grain as this fact alone will make you trouble and have a tendency to promote the interests of the farmer elevator concerns. You also should avoid fights between dealers as this also creates dissatisfaction among your customers and helps to create a feeling of unrest among the farmers. If these two important facts are kept in sight at all times, I believe, that you will not be troubled with many new farmer elevator concerns.

The most of you realize the benefits that you have derived from your organization and it rests solely with you whether you maintain and support it or whether you disband it. Past experience should teach you that your business will never be successful without your present organization and you should make every effort possible to conduct it on business principles so that it will command the respect of the outside public.

necessary at local stations for, the convenience of the farmers, and therefore a public necessity.

To establish elevator facilities requires an investment of capital and this money must be furnished from some source.

The money so invested should earn a reasonable rate of interest on the investment, and besides merely getting interest on the investment, the investment itself should be protected from depreciating, as elevators depreciate very rapidly, and in my mind the owner of an elevator should charge 10 per cent of his original investment to his expense account each year, so that if \$5,000 is invested in the elevator property the owner should charge to his expense account \$500 plus the interest, say at 6 per cent, on the investment, which would be about \$300, making a total yearly expense of about \$800 for simply maintaining the elevator property.

The elevators, being required and established, must be operated, which necessitates an expense account, and we may estimate the cost of manager with help and other incidental expense at \$1,200 per year.

making the total yearly expense to figure safely about \$2,000 to maintain and operate the ordinary country elevator.

I therefore take the position that the farmer and the public require the facilities and expense thus described and that some person, firm or corporation must own and operate the country elevator.

The public and the farmers have always taken much interest in the matter of transportation of grain and have entertained ideas concerning railroad companies that are more or less vague.

Now there are at present a large number of railroads in the country, and railroad competition, in spite of the pools and combinations so much deplored by the public, is under certain circumstances something tremendous. The management of a railroad company originates in a human being and human nature is much the same whether contained in the person of a railroad manager or grain dealer. If you will just imagine that the railroad manager is in a similar position to the grain dealer when there is some strong and unreasonable competition to contend with, you will perhaps be more inclined to have some consideration for the railroad manager. The only difference that I can see is that the railroad manager gives a "special reduction" while the grain dealers "give the raise."

Has it ever occurred to you that a railroad company does not likely give a special rate to a shipper purely because of their love for the shipper. Certainly not, but that it is the tremendous force of competition that drives them to it, just the same as some grain dealers are forced to "give the raise" rather than see the other fellow get the business. The public seem to want more competition between railroads as well as grain dealers and at the same time "hold their hands up in holy horror" because the rates in the published freight tariffs are not complied with.

It would seem that competition between railroads does not secure the best results for the public good, but does force them to give special rates for their own self-protection, this being the first law of nature, which is an injustice to shippers who pay tariff.

I refer to the matter of transportation merely as an element in the proposition of merchandising grain. I have read something in the papers about a man named Butler in Kansas, and another man named Hanley in Minnesota who seem to believe that they can secure special rates from railroad companies by offering large shipments contributed on a mutual plan by farmers. Well, my personal opinion is that the "special rate problem" will take care of itself. In due course of time, special rates will be a thing of the past and railroad companies will have no special favors for even the largest of elevator companies.

The railroad merger might not be the worst thing that ever happened, especially for shippers who have not been getting special rates, and with all the railroads in the merger there would be no incentive to give special rates and the tariff rates could be controlled by law, thus the idea of securing special arrangements with railroad companies would never be realized and all shippers would be on the same basis. The law considers the railroad company a common carrier and that there shall be no discrimination. I believe that the law will eventually govern in this matter.

Having decided that elevator facilities are absolutely necessary we must consider the merchandising proposition of handling grain with a view as to the greatest economy for public good and least expense to the farmer.

The art of doing business is the keynote of true economy and success. To develop the art in general among those engaged in a particular line of business results in an economy for public good.

Improved methods of conducting the business requires less margins of profit than if the business be conducted by bad methods and subject to abuses. No single individual who confines his business strictly to his own knowledge and experience can possibly reach the highest point of success, but we are forced to accept the better ideas established by the experience of others, and the result is the general establishment of the best ideas for the benefit of all coming from the competition of the individuals. It is natural to believe that a class of men who follow a certain line of business become more proficient in that particular business and may acquire greater success because of their continuous experience.

Legitimate business has a right to earn proper margins and the law does not contemplate the idea of ruinous competition.

Each separate line of business should be conducted to earn its own margins and stand on its own feet.

The farmers and the public in certain localities seem to consider that the grain dealer should not earn margins in his business and in fact undertake to show that he is not a necessary factor.

The merchants in certain country towns seem to think that the grain dealers of their town ought to pay higher prices than grain dealers in neighboring towns, and do not stop to consider that the proposition is unreasonable, but instead do everything possible to force ruinous competition among the local buyers in order to benefit their own particular lines of business.

I have known of those same merchants securing the enactment of a village ordinance requiring peddlers and transient merchants to pay a license and to rent vacant store rooms to keep out competi-

There are grain dealers who are unreasonable and indiscreet, and there is no question in my mind but there are instances where their own actions merit whatever punishment the public may see fit to administer.

William Schrenkler, Walker: I would like to narrate an experience I had two years ago. My competitor, Mr. Gorham, being rich could buy grain and hold it. I had to ship out as soon as I had a car load. Mr. Gorham was paying more than I could afford and attracting grain from points 18 miles away.

The Russians of the vicinity held an indignation meeting one Sunday and voted to hang myself and I. M. Yost, for not paying full market price for wheat.



Improved Methods. No. 9—Old Wooden Conveyor.

tion. I have never heard of any grain dealers with money invested in elevators and business securing an ordinance requiring scoopers, who have only a shovel as an investment, to pay a license as a protection to their business.

The laws of a country are sometimes nothing more than an expression of the whims of the people, and when such laws do an injustice to a particular class should be forced to a test before the United States Supreme Court. Unjust laws sometimes exist because the individual does not desire to assume the responsibility and expense of an appeal, but it is proper for a trade organization to use its influence to modify such laws or assume the expense of an appeal to the courts.

Economy in the business of merchandising grain, it seems to me, can be most thoroughly accomplished only by the personal ability of the manager of the business, and it matters not whether he be the individual owner as an independent grain dealer, the manager employed by a line elevator company, or of a farmers' co-operative society. The plant must be maintained and the expense account incurred.

No farmers' mutual plan of operating elevators can avoid the investment in plant and necessary expense account. The great successes in business have been accomplished by the ability to employ ability and integrity, and to possess that ability requires an experience in that particular line of business; and here is the weak point with the farmers' mutual elevators companies. The farmer naturally does not possess the proper experience to enable him intelligently to employ a proper manager for the business and give the business a proper supervision, and the general experience of such enterprises show that final losses make up a larger amount than is saved by conducting the business.

I have been referring particularly to the idea of conducting a business strictly upon its own merit and resources, giving no consideration to the plan of conducting a mutual farmers' elevator company whereby the members pay into their association the margins on all the grain they sell whether sold to their own association or to other buyers. This idea being to agitate competitors and force them into ruinous competition, thus getting the margins properly earned by others, is simply a practical plan of doing business and should have no consideration as a legitimate business proposition.

The elevators and the grain dealers are a public necessity and have a right to earn proper margins. I believe it is proper that a grain dealers' association should use its influence to the end that the relations between the grain dealers and the public be equitable.

Our butcher and a merchant were present and were pleased because they thought I was hurting their trade by driving farmers to other towns. One day later I was in the butcher's shop when some farmers complained of the butcher's price and quoted the prices of a nearby town where lower prices prevailed. The farmers had been going to the more distant town because of the higher prices for wheat in our town. The low prices of the grain dealer are not always to blame, the farmers consider the prices of the other merchants.

President Cortelyou: We will have a paper on "Shortages, Their Cause and Cure," by A. H. Bennett of Topeka.

Mr. Bennett read a lengthy paper treating carefully every phase of the question.

F. P. Lint: The auditing committee has a resolution to present for your consideration. It is as follows:

Resolved, That the secretary be empowered to act as treasurer and give Indemnity Bond as Board of Directors see fit. Same to be paid for by the Association, and if any part of the constitution and by-laws conflicts with this resolution the same is hereby repealed.

We pay the treasurer \$50 a year and the auditing committee finds that the incidental expenses of the treasurer is \$24.

By consolidating the offices you will do away with this expense and facilitate the work of the Association as well as of future auditing committees.

W. S. Washer of Atchison read the following paper:

The Modern Commercial Tendency.

The world of to-day witnesses a period of the greatest activity in history. New and novel ideas are the rule rather than the exception. In the realms of learning, in the fields of art and science, in the sphere of successful inventive genius, and in the province of commerce and industry and their various ramifications, affairs are conducted upon a scale marvelously great. The mind of man, receptive by nature, becomes almost blunted by the continuous impact of new ideas hurled against the mental consciousness.

Living in the midst of these wonderful conditions, the business man is chiefly interested in those affairs which directly and materially affect him. In the midst of all these things there is nothing more won-

derful than the remarkable activity in the industrial and commercial world of to-day. Since we are business men it is meet and right that we should study conditions understandingly, try to comprehend the potent forces at work, and whither they are tending.

We have but to review the past of the grain trade and to compare it with its present state, to comprehend the revolution that has taken place in all lines of commerce and industry. Formerly the business was widely diversified, the grain moving from the producer would pass through many hands upon its journey to the consumer. But gradually the process has been simplified until now but two or three changes of ownership suffice to carry the grain from the farm to its ultimate destination upon foreign shores. That this process of simplification has tended to stimulate both production and consumption is unquestionable. The changes in our own business are indicative of the evolution that has been in progress in all lines of commercial activity. The tendency everywhere has been to reduce the cost and to increase the volume of production, to stimulate consumption, and to afford the middlemen greater profits because of the enormous increase in the bulk of the business that he handles.

Whether it be for good or for evil, it is a patent fact that we must recognize that this is the age of the centralization of energies. It has been a development from the cross-road general store to the great emporium of our cities. It has been an evolution from the forges of our forefathers to that enormous and wonderful concentration of brains, energies, wealth and resources, the United States Steel Corporation. By these same tokens it was a logical thing for the goods manufacturers of New England to move their mills in to the cotton fields of the South. Economy of production, and ease of access to natural markets have all combined to create the enormous volume of the world's present day trade.

That commerce and industry shall continue to move along these clearly indicated lines is inevitable. The great law of evolution is at work in the business world to-day. In unalterable harmony with it is the law of natural selection which decrees that only the fittest of men and measures shall survive. Segregation of interests, co-ordination of abilities and energies, and association of capital have all combined to form the essence of modern commercial greatness and success.

That these great tendencies have been at work in our own business is unquestionable. From independent and antagonistic rivals we have become friendly and logical competitors. That this condition has been alike beneficial to producer, handler and consumer is without argument to the unbiased mind. The advent of the grain dealers associations and their work, marked a new era for the grain trade of the great west. Then let us be loyal to our association and give it the support which its merits deserve.

In days of old "Eternal vigilance was the price of liberty." In the industrial world to-day eternal energy is the price of success. Let us gather together from time to time and by mutual intercourse and exchange of ideas stimulate each other's energies and sharpen our various wits. Then shoulder to shoulder march forward into the battle for success, and the struggle for the world's commercial supremacy.

Adjourned for dinner.

Wednesday Afternoon.

President Cortelyou called the meeting to order at 1:50 p. m. and opened the question box.

The first question was, "How are the farmers' co-operative associations able to get more for grain than the regular grain dealers?"

Mr. Aiken: Those statements are circulated for the benefit of the state co-operative organization in Topeka. It will be a repetition of the old grange societies. They will not last long.

The question was not discussed much, but it was generally conceded, that the 16 farmers' elevators of the state would soon be operated by individual regular dealers.

Presley J. Tapp, general agent of the Southern railway at Kansas City, was called for and spoke in favor of holding

the next annual meeting of the Grain Dealers National Association in Memphis. I will read from the Grain Dealers Journal of Chicago some reasons why the annual meeting should be held in Memphis.

The Southern railway will bring the grain dealers of the Southeast and you can get better acquainted with them at that meeting than you could ever expect to by years of correspondence. The prospects for transportation from different districts is very encouraging. I will read Mr. McKellar's poem on the Memphis mint julep.

The Memphis Mint Julep.

O thou Julep of fame immortal!
O draught of taste sublime!
Well may Memphis be proud of thy birth,
Thou nectar of southern clime.

Thou art filled with the sunshine of laughter,
The charms of a fair maid's kiss,
Each one bearing desire for another.
(McKellar confided us this.)

Memphisites mix mysteries in thy depths,
And power, sorcery, elation.
Thou holdest the secret of Eden's tree,
With all its infatuation.

O thou art compounded of madness,
Frenzy, joy, transports of bliss,
The elixir dreamt of for ages,
But found by the sons of Memphis.

President Cortelyou: Mr. J. P. Harrison, president of the Texas Association,

vest rates will be in force then and we will be glad to welcome all of you to the meeting.

A. H. Bewsher, secretary of the Nebraska Association, complimented the dealers on the changed condition of affairs effected by the Association. Your organization needs all the enthusiasm you can bring to its support.

The foremost trouble of the Association secretary is the indifference of members to communications sent to them requiring replies.

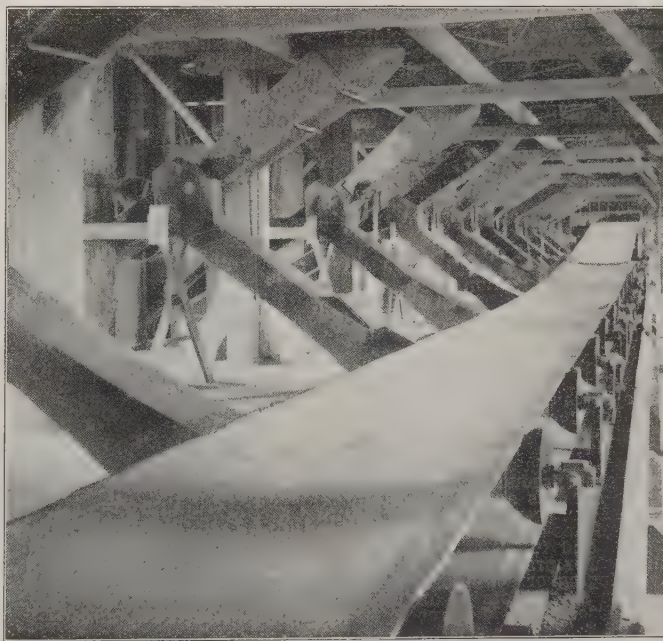
I will read a short paper I have here. [Mr. Bewsher unrolled a long printed sheet, and Mr. Dorsey moved to adjourn.—Laughter.]

Promptness in remitting your dues will facilitate and reduce the cost of Association work.

The member who tolerates a scoop shoveller for six to eight weeks and then threatens to quit the Association unless relief is given immediately upon his notifying the secretary is wearisome.

Meetings of your organization merit better attendance. Here is an Association with 325 members and yet at no time have you had 100 dealers in this room. You should take more interest, stand by your officers and encourage them by your presence. The member's work is just begun when he pays his measly old \$8 or \$9 per year.

Indiscreet remarks by dealers often



Improved Methods. Fig. 10—Conveying Grain by Belt.

who was to talk to us, was unavoidably detained at home, but Mr. Dorsey, secretary of that Association, is with us and will talk to you.

H. B. Dorsey: Most of the grain men in our country are scoop shovelers. They have few elevators. The grain business is confined to a small territory in the northern part of the state.

Our Association was the first to adopt arbitration, it is compulsory with our members. Those who fail or refuse to arbitrate, or to abide by the decisions of our arbitration committee are published in a monthly bulletin. Those who deal with Texas dealers outside our Association cannot depend upon getting the protection of an arbitration.

Our annual meeting will be held at Waco the last week of May. The har-

make much trouble for themselves and their Association.

S. L. Carpenter of Severance presented the following:

I move as an amendment to the resolution presented by Mr. Lint this morning, that the president, vice-president and the chairman of the Board of Directors constitute a Board of Finance for one year.

Col. C. T. Prouty of Oklahoma was called for and begged the dealers to give their officers earnest support. We have had trouble in the territories, but we have withstood it, and are getting stronger and stronger. We are going to have a crop in Oklahoma this year, Mr. Smiley to the contrary.

Secretary E. J. Smiley read his annual report, from which we take the following:

Secretary's Fifth Annual Report.

All thought that when we had practically eliminated the short weight evil at terminal markets, our troubles were over, but developments the past year show that we were mistaken, as we have been put to the expense of defending suits brought against us in two different counties in the state. It will not be necessary to enter into an extended argument to convince the most skeptical that the officer of the farmers' co-operative organization had only his individual interests at heart when he commenced to disseminate the news to the farmers of our state, that they were being robbed by the members of the Kansas Grain Dealers Association.

The methods he adopted to accomplish this purpose, I cannot commend, yet much to the surprise of every grain dealer in the state, whether a member of this association or not, he succeeded in convincing the farmers in some localities that his statements were correct and succeeded in getting them to contribute a considerable sum of money, it would appear for his support. When we stop to consider that this party offered no special advantages to the farmers of our state, charging them the usual commission for handling grain, is it not a surprise? He did not offer to invest a dollar, neither did he attempt to prove the statements made that the farmers were being robbed by what he chose to term the "Grain Trust." He succeeded, however, in securing the aid of at least two journals, one known as the "Advocate," and the other the "Kansas Farmer," and through these agencies continued in creating strife between the elevator owners and operators and the Kansas farmers. From the statements appearing in those papers from time to time, it is no surprise that the farmers of our state concluded that they were being robbed.

Not being satisfied with this, he undertakes to create what we consider a monopoly, the method suggested being that all farmers refuse to sell their grain to elevator owners other than farmer elevator concerns, and in case any farmer holding stock, and being a member of the co-operative organization, sells grain to independent dealers, he must pay into his local organization one-half cent per bushel, and if the local organization sells to any terminal dealer other than the one designated by the secretary of the state organization, they must pay into that organization one-half cent per bushel as liquidated damages for breach of contract. The following is a copy of their contract as shown in Article 1 of their by-laws:

"John Jones, a resident of _____, in the county of _____, state of Kansas, does hereby make application for _____ shares of the capital stock of the Farmers Co-operative Grain & Live Stock Association, of the par value of \$10.00 each, and agrees to pay for same at such time and in such manner as may be required by the Board of Directors. In consideration of the acceptance of this application and the advantages to accrue to me as stock holder, I hereby agree that so long as I remain a stock holder in this association, I will employ said association to dispose of any grain or other product which I may desire to sell in car lots and agree to pay a commission of one cent per bushel for selling wheat and one-half cent per bushel for selling corn and its regular commission for selling other products. And in the event of my shipping or selling any grain or other produce in car lots to any competitor of said association, I agree to immediately report such sale to the association and pay one-half of the above-named commission to said association as liquidated damages for breach of this agreement. I further agree that any failure on my part to comply with the terms of this agreement shall forfeit my right to continue as a stock holder in said association and I agree to surrender my stock for cancellation upon the payment to me by the association of 50 per cent of the amount actually paid thereon, forfeiting to the association the balance of such payment, together with any profit that may have accrued as a penalty for violation of this agreement."

You will note from the reading of this contract that no member is allowed the privilege of disposing of his products without paying a penalty for so doing. Neither do they offer to handle grain in less than carload lots. Suppose they succeeded in driving the regular dealer from the field and the members of any local co-operative association did not have sufficient amount of grain to load a car to its marked capacity. Suppose, again, that a member of one of these concerns had a part of a car of low grade wheat, do you think his

neighbor having a contract grade would be willing to allow him to put his grain into the same car and accept the price this mixed car load would bring at any terminal market? We think not. Hence, it will be necessary for the farmers in every locality to build elevators and engage in the buying and selling of grain, same as is done to-day by the regular elevator owners throughout the country. But as practically every point in the state has already two or more elevators, how can they expect to realize a profit on their investment after paying the necessary expense of operating their elevator?

We do not question the right of the farmers to build elevators or warehouses for the purpose of handling grain, but believe that 90 per cent of the farmers now having stock in these co-operative associations will soon realize that they have been imposed upon and the statements made to them as to net profits in the handling of grain were false. In fact, the Solomon shipping association has lately refused to contribute to the support of the state organization, and the president, Mr. J. S. Collins, told the writer a short time ago that if this co-operative organization expected to succeed they must do business on business principles. As this organization has been held up as an example to other organizations of like character, we consider this remark of special significance. Another organization located at Haven, organized last May, has leased the elevator and given up the business. This tends to show that the farmers are not willing to continue a losing game and realize that they have been duped. With all the agitation and talk made the past year with a view of organization of farmers to fight the grain dealers, I believe there have been only sixteen elevators built and most of these of small capacity.

From reports taken from the daily and weekly press one not acquainted with the situation would conclude that every sta-

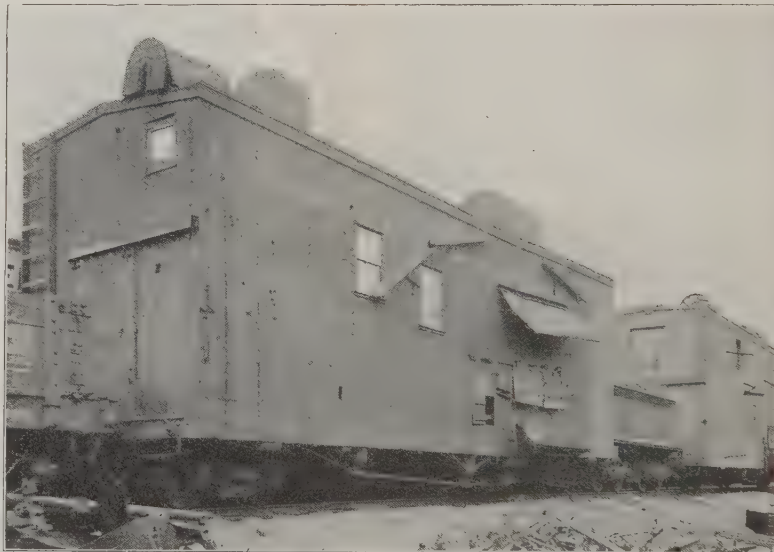
that the organization is in good financial shape and as we have weathered the storm this far there will be no question as to the future.

WEIGHTS AT TERMINALS.

This is a question that has always been discussed at our meetings and heretofore I have always had some recommendation to offer, but as I have received comparatively few complaints the past year, have no recommendation to offer further than that the members advise their commission houses the amount they load into their cars and be sure your scales are weighing correctly and refuse to load cars that are unfit for loading, then should you have unreasonable shortages, notify the secretary's office, giving all facts in the case and we will endeavor to assist you in locating the cause and making collections.

NECESSITY OF HARMONY AMONG DEALERS.

I read in a daily newspaper a short time ago a story of two New York newsboys. One of these, small, ragged and dirty, approached a stranger on the street and pushed one of the city dailies against him with a mournful plea that he buy. The gentleman was about to accept the little fellow's proposition when another boy, larger, rushed up and shoved his rival aside and beseeched the gentleman to buy of him. The smaller of the two seemed to think that he had prior right in the deal. The argument waxed warm and was rapidly approaching something worse, and in order to settle the dispute the gentleman bought a paper of each one of them. This incident is a practical illustration of the age, "Heartless Competition." The chances are that those two newsboys had never read David Harum but they knew all about the motto and were acting it out to the letter, "Do unto the other fellow the way he would like to do unto you and do it 'fust.'" These boys are not alone. There is a mighty army working along the line adopt-



Improved Methods. Fig. 11—Jumbo Transfer Car.

tion in Kansas, shipping fifty car loads of grain or more, had erected elevator facilities of large capacity.

In conclusion on this subject I wish to state that the press not only of this city but of other cities are largely responsible for existing conditions. The "Capital" of this city, in an editorial under the head of "Farmers' Grain Elevators," in part said, "Farmers will hail with joy the news that the 'Capital' sympathizes with the movement and gives them words of encouragement."

The article further goes on to say that the grain dealers of the state had grown arrogant and their relations with the railroads enabled them to be arbitrary.

EFFECT ON OUR ORGANIZATION.

Doubtless many of you desire to know what effect this agitation has had on our organization. When the suits, to which I have already referred, were instigated, a few of our members sent in their resignations offering me their sympathy and advising that if I got out of the trouble all right they would reinstate. I am happy to state, however, that comparatively few of our members took this view of the situation.

From the financial report you will note

ed by these boys. When reading this article, how vividly was brought to my mind similar action on the part of grain dealers. How often have we seen grain dealers in the same towns and villages, accost the farmer on his arrival on the streets with corn or wheat and dive frantically into his load of grain with tester bucket, balance the pea on the beam and make him a bid, then have the other fellow raise him and the raising go merrily on until the fellow that bought the load, or the crop the load represented, did so at prices in which there was no profit and a probable loss. Gentlemen, some of you may consider this good business, but it is damnably bad ethics. These newsboys were playing the same game that some of the grain dealers play six days in the week, fifty-two weeks in the year. The program and the whole program is "throat cutting" and you are trying to see how quickly you can get your competitor's throat; you lose sight of the fact that your competitor has equal rights and is entitled to his proportion of the grain the same as you.

That the farmers do not appreciate this throat cutting between dealers is evidenced by the fact that more farmer elevators have been built the past year in the sec-

tion where the highest prices have been paid.

CLAIMS FILED.

There have been fewer claims filed the past year than ever before in the history of our organization. Whether our members concluded that your secretary had about all the trouble he could attend to, or you had less cause for complaint, I am not in a position to know. Bear in mind that I stand ready to render you all the assistance in my power, and if you have complaints to make, do not hesitate to command me.

BENEFITS DERIVED.

In order to show the benefits derived, it will be necessary to review conditions prior to the time of organization. What were the conditions? Practically every station in Kansas handling one hundred or more cars of grain had from one to three track buyers, depending on the season of the year.

Again elevator property throughout the state was offered at 50 per cent on the dollar without takers, prior to the organization. To-day, elevator property is worth its legitimate value. Is it not a fact that your property has been enhanced in value through organized effort? There are numbers of grain dealers in Kansas, who prior to organization had little money and limited credit, that are now free from debt and have good bank accounts. Now, gentlemen, these statements are facts. To what extent is this appreciated? Thirty-five per cent of the grain dealers in the state are not members of the association notwithstanding the fact that they are receiving the benefits of organization. Who is to blame for this? Some of you may say the secretary, and possibly I am. I have called on practically every dealer in the state, not only once, but a number of times, and in most instances have secured his or their application, and in time would receive letters complaining of shortages or that their neighbor had not treated them right, and unless something was done at once they would pay no more dues.

If every grain dealer in the state was identified with the organization much more could be accomplished than we have accomplished in the past year. There is no question but every grain dealer in the state has been directly benefited through the work accomplished by the association. I would recommend that each and every member of the association make a special effort to bring into the association dealers in their localities not now members. I think that each one of you fully realizes that if the association for any reason should cease to exist the same conditions would prevail that prevailed prior to the time of organization.

FEES AND DUES.

We would recommend that our rules be changed so that the members pay their dues every six months instead of every three. My reason for offering this recommendation is that it becomes necessary for us to make drafts on our members as per their request for dues and as the local banks charge 15 cents to 25 cents exchange on these drafts, we believe that it would be economy and further believe that practically all of our members would prefer to pay dues six months in advance, in preference to paying quarterly. I offer this recommendation subject to the approval of the association.

In conclusion I wish to thank the members of the association for the assistance rendered during the past year. I believe that we have had the co-operation of practically every grain dealer in the state whether a member of the association or not. What work is accomplished by the organization must come through the members. Your secretary would be powerless to do anything for you without a co-operative spirit being shown by you. I thank you in behalf of the rest of the officers as well as myself for the consideration shown us the past year.

Secretary Smiley read his financial report.

FINANCIAL STATEMENT FOR THE YEAR 1901-02.

RECEIPTS.

Jan. 1st, 1901, cash with treasurer...	\$ 65.00
Membership fees	219.00
Dues	4,180.00
Remittance from Millers' Ass'n for printing	1.70
Advertising and lists	121.00
Balance from Check Weight Bureau	354.42
	\$4,940.12

DISBURSEMENTS.

Salary of secretary	\$2,050.00
Salary and expense of president....	379.20
Salary of treasurer	50.00
Expense of directors	60.00

Salary of stenographer	625.00
Traveling expense of secretary.....	635.00
Printing and badges	241.45
Rent	152.50
Postage and revenue stamps.....	286.21
Telephone	78.35
Lights	1.17
Typewriter repairs	1.50
Office supplies.....	45.38
Janitor	20.50
Messages	26.61
Exchange	12.95
Express	1.75
Expense court proceedings	10.15
Dues National association	84.50

March 25th, cash with treasurer....	\$4,762.22
Amount due on 1st quarter of 1902..	\$178.90
	\$288.50



Improved Methods. Fig. 12.

Treasurer M. H. Roller of Circleville read his annual report. Receipts \$5,147.35; expenditures, \$4,968.35; balance on hand, \$178.82.

F. P. Lint of the auditing committee read the following: We find the accounts correct as far as our limited time for examination would allow.

But we recommend that at the future annual meetings the president appoint three competent members who will agree to attend and thoroughly audit the books at least one day before the meeting begins.

We also recommend that the secretary be required to fill the office and perform the duties of treasurer in connection with his duties as secretary and that he shall give an indemnity bond for any amount the directors name; the same to be paid for by the association.

F. P. LINT,
E. JOHNSON,
M. G. PATTERSON.

As at present kept it is almost impossible to audit the accounts satisfactorily in the limited time at our command. It would be better if one man handled the money, give receipts for money received and issue checks in payment of bills.

The adoption of the committee's report and recommendation was moved and carried.

H. Work of the Committee on Resolutions read the report of the committee, which was adopted.

Report of Resolution Committee.

Resolved, That this organization through its secretary request the Board of Trade of Kansas City to use its influence to stop the elevators at Kansas City from deducting 100 pounds from each car.

Resolved, That it is the sense of the Kansas Grain Dealers Association in convention assembled, that the Grain Dealers National Association should accept the cordial invitation of Memphis and hold its next annual meeting in the Hub of the South.

Whereas, there exists in some measure a difference of opinion as to the general rules of grain trade contracts, and

Whereas, a very fair and impartial set of trading rules has been adopted by the National Association at its last annual meeting, therefore, be it

Resolved, That we the members of the Kansas Association here assembled adopt, and apply these rules as the basis of contracts and transactions between the members of the Kansas Grain Dealers Association.

Resolved, That section 7 of article 6

be changed to read as follows:

All expenses of any arbitration cases to be borne by the contestants to said arbitration by the plaintiff or defendant, or by both the plaintiff and defendant—paying all costs connected with said arbitration, as awarded by arbitration committee.

Resolved, That section 8 of article 6 read the same as section 7 as heretofore.

F. G. Crowell, Atchison: I move the suspension of the rules and the re-election of the present president, L. Cortelyou of Muscotah. Carried.

The rules were suspended and O. A. Higgins of Stockton was re-elected vice-president for another year.

A number of nominations for directors were made.

W. L. Parrish of Winnipeg thanked the dealers for the cordial welcome tendered him and a rising vote of good will was given him.

Balloting for directors resulted in the selection of H. Work, Ellsworth; A. T. Rodgers, Beloit, and A. Aitken, St. John.

L. Noel of Glasco moved the suspension of the rules and the re-election of E. J. Smiley, secretary-treasurer. Carried unanimously.

Adjourned.

CONVENTION NOTES.

The meeting place was too far from hotel headquarters.

D. Hunter of Hamburg, Ia., was a welcome visitor.

The papers presented showed more careful preparation than usual.

One insurance man in attendance—A. R. McKinney of Alton, Ill.

The patience of the Kansas dealers is said to be phenomenal.

The city prison is just across the street from Smiley's office.

The politicians were much in evidence and naturally were mistaken for grain dealers.

One man from Indian Territory, U. S. Jefferies of the Chelsea Milling Co.

The Otto Gas Engine Works were represented by Ben P. Ordway, their Kansas City agent.

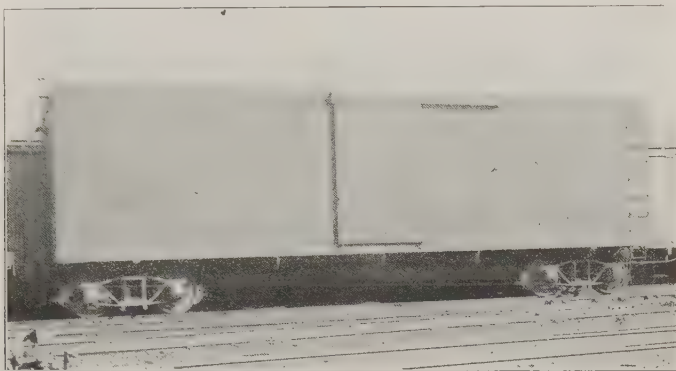
Before the meeting was over Mr. and Mrs. H. A. Foss and daughter departed for New Mexico.

Nebraska dealers present included E. A. Duff, Nebraska City; O. H. Eggleston, Rising City, and C. W. Lawless, Nebraska City.

The Chicago Weighing Department was represented by H. A. Foss and A. E. Schuyler, the Kansas City Weight Bureau by J. G. Goodwin.

Over 200 of the members who stayed at home cannot offer substantial excuses. The officers merit more earnest support.

A working model of the Hall distributor was exhibited by W. E. Nutt, who also distributed illustrated booklets describing it.



Improved Methods. Fig. 13.

Altho the prevailing sentiment of the dealers was bullish, they did not hesitate to wear a Grain Dealers Journal bear.

Smiley was so very bullish in his views of the wheat crop that some dealers were disposed to laugh at him.

Mr. Butler, chief misrepresenter of Regular Dealers in Kansas, got as far as the door, but did not have nerve enuf to enter, altho invited.

Three grain cleaner manufacturers were represented—Monitor Mfg. Co. by S. J. McTiernan; Invincible Grain Cleaner Co. by Edw. A. Ordway, and the S. Howes Co. by J. N. Heater.

Among the railroad men in attendance were C. W. Munn of the A., T. & S. Fe freight department; S. H. Kilgore, commercial freight agent of the Missouri Pacific, and P. J. Tapp of the Southern Ry.

Six visiting secretaries—Geo. A. Stibbens of the National Association; W. L. Parrish of the Manitoba Association; Geo. A. Wells of the Iowa Association; A. H. Bewsher of the Nebraska Association; Col. C. T. Prouty of the Oklahoma Association, and H. B. Dorsey of the Texas Association.

The receiving houses represented included the Bennett Commission Co., by A. H. Bennett; W. E. Croysdale & Sons, by D. L. Croysdale; Ernst-Davis Grain Co., by B. F. Smith; Goffe, Lucas & Car-kener, by G. S. Car-kener; Chas. F. Orthwein's Sons, by J. C. MacGinnitie, and the Richardson Co., by H. H. Haines, John Rawlins and J. A. Theis.

The question box was a good thing, or at least the State Journal of Tokepa seemed to think so. The box was left in the hall Wednesday noon, and some one very friendly to the State Journal slipped in and copied the one signed question. This was not enuf to satisfy, so he made up a fantastical query, such as a two-cent sensation hunter might imagine a gigantic trust would discuss, and was particu-

lar to make an extra copy of the query for the esteemed State Journal. So that sheet was able to publish, in its afternoon edition, this query as the most important part of the day's proceedings. Much to the chagrin of the news-monger, whose plan when he cannot find a sensation is to make one, the query was not read in the open meeting, nor even seen by any person other than the president. Despite this fact, the most reputable State Journal placed a scare head, "WORRIES THEM," over the illegitimate query and sold it to its readers as news. When a newspaper gets so hard up for news that it has to use manufactured stuff, it is quite certain to destroy any standing it may have with readers in short order.

Among those present were: A. Aitken, St. John; T. W. Andrews, Ross-ville; O. O. Ayres, Gardner; A. D.

Blanchard, Bennington; H. A. Carleton, Cawker City; S. L. Carpenter, Severance; J. E. Clark, Shannon; S. E. Cole, Harper; C. A. Cooper, Lyons; L. Cortelyou, Muscotah; F. G. Crowell, Atchison; W. L. Curtis, Seward; O. Denton, Leavenworth; F. A. Derby, Sabetha; H. W. Dixon, Rosemont; R. W. Dockstader, Cawker City; H. Dreaney, La Crosse; S. J. Eales, Burrton; J. C. Elvin, Harper; J. M. Flint, Wellsville; A. I. Foster, Verdi; P. Frazier, Athol; E. A. Fulcomer, Belleville; R. B. Gibbs, Morrill; M. S. Graham, Zurich; F. L. Gray, Lyons; Geo. D. Greenough, Wilson; G. S. Horton, McPherson; E. Johnson, Evers; Hal Johnson, Oxford; B. F. Kelsey, Oxford; H. W. Keuker, Niles; F. A. Kile, Canton; I. B. Kirkpatrick, Oswego; J. Latshaw, Wilson; F. P. Lint, Atchison; M. L. Marshall, Asherville; E. P. Mowrer, Lost Springs; T. L. McCormick, Germantown; E. K. Nevling, Wichita; L. Noel, Glasco; J. F. Norton, Topeka; B. J. Northrup, Kansas City; M. G. Patterson, Clay Center; A. P. Reardon, McLouth; W. D. Ripley, Severance; G. C. Robbins, Mt. Hope; A. T. Rodgers, Beloit; M. H. Roller, Circleville; S. Root, Vliets; S. B. Samuelson, Hiawatha; Wm. Schrenkler, Walker; A. F. Sherman, Topeka; J. S. Strickler, Ramona; B. F. Stevens, Canton; Amos and N. J. Thorstenberg, Lindsborg; J. J. Wall, Beihler; W. S. Washer, Atchison; W. S. Williams, Ottawa; F. L. Williamson, Clay Center; H. A. Winn, Perth; W. W. Webb and J. G. West, Topeka; Chas. N. Wooddell, Nickerson; H. Work, Ellsworth; L. B. Young, Hutchinson.

"The employment of a scale expert by the federated associations to test scales for members wud straighten out many of the weight troubles arising between country shippers and terminal elevators."

Grain Receipts.

For the week ending April 5, the receipts of wheat, corn and oats at nine primary markets, and at the leading seaports, were:

WESTERN POINTS.	Wheat, bu.	Corn, bu.	Oats, bu.
Chicago.....	330,375	668,202	734,525
Milwaukee.....	220,000	16,100	143,100
Minneapolis...	1,205,822	67,370	66,130
Duluth.....	255,396	.....	6,520
St. Louis.....	154,000	214,000	541,150
Toledo.....	(8 000)	92,000	57,600
Detroit.....	21,000	24,755	15,240
Kansas City...	216,000	445,800	.....
Peoria.....	23,000	31,400	222,200
Total.....	2,553,593	1,976,627	1,869,475
Last week.....	2,262,307	1,976,774	1,799,297
Last year.....	3,302,605	2,169,652	2,634,564
SEABOARD.			
New York.....	431,275	136,600	738,600
Boston.....	126,614	44,218	184,787
Philadelphia..	537,670	78,158	28,990
Baltimore.....	188,345	68,748	32,492
New Orleans..	355,348	42,000	.....
Galveston.....	112,750	.....	.....
Total.....	1,752,002	369,724	984,889
Last week.....	1,060,913	301,014	887,563
Last year.....	1,393,053	2,102,236	1,725,700

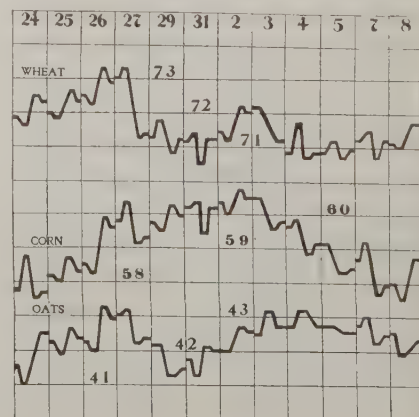
Grain Shipments.

For the week ending April 5, the shipments of wheat, corn and oats at nine primary markets, and at the leading seaports, were:

WESTERN POINTS.	Wheat, bu.	Corn, bu.	Oats, bu.
Chicago.....	702,011	317,191	674,147
Milwaukee.....	22,800	53,750	137,500
Minneapolis...	200,250	22,970	25,520
Duluth.....	2,137	8,842	.....
St. Louis.....	103,000	356,000	257,280
Toledo.....	11,000	138,950	98,558
Detroit.....	4,238	6,793	1,656
Kansas City...	291,400	481,200	.....
Peoria.....	12,370	28,000	175,790
Total.....	1,352,206	1,363,696	1,370,451
Last week.....	1,223,367	942,129	1,286,753
Last year.....	1,449,611	2,293,551	2,530,145
SEABOARD.			
New York.....	627,884	54,642	74,944
Boston.....	560,935	52,400	.....
Philadelphia..	233,807	59,504	75,598
Baltimore.....	208,000	143,485	1,246
New Orleans..	147,568	44,770	.....
Galveston.....	32,000	.....	.....
Newport News.	186,000	.....	.....
Total.....	1,996,194	354,801	151,788
Last week.....	1,245,616	126,537	165,302
Last year.....	1,817,330	2,539,078	384,219

Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to April 9, are given on the chart herewith:



PATENTS GRANTED

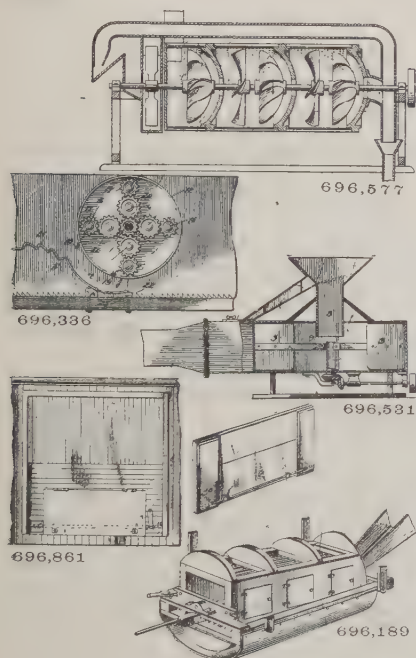
Elihu Thompson, Swampscott, Mass., has been granted letters patent, No. 696,518, on a gas or oil engine.

Peter Burt, Holly Bank, Bothwell, Scotland, has been granted letters patent, No. 696,547, on an internal combustion engine.

Fred D. Clark, McDonald, Pa., has been granted letters patent, No. 696,856, on a combined steam and internal combustion engine.

Frederick A. Seitz, Newark, N. J., has been granted letters patent, No. 696,201, on a sparking igniter for explosive gas engines.

Jos. Fillett, Neuilly-sur-Seine, France, has been granted letters patent, No. 696,231, on a carbureting device for explosion engines.



Leonard Atwood, Philadelphia, Pa., has been granted letters patent, No. 696,883, on a machine for extracting liquid from brewers grains.

Vincent G. Apple, Dayton, O., assignor to Dayton Electrical Mfg. Co., has been granted letters patent, No. 696,298, on an electric igniter for gas engines.

Herbert H. Hennegen, Anderson, Ind., assignor to the Buckeye Mfg. Co., same place, has been granted letters patent, No. 696,903, on a speed regulator for gas engines.

Jas. D. McFarland, Jr., San Francisco, Cal., assignor of one-half to John Bruckman, same place, has been granted letters patent, No. 696,251, on a revolving explosive engine.

Thos. D. McCormick and Ananias D. Miller, Mt. Pleasant, Pa., assignors of one-fourth to Samuel J. Miller, same place, have been granted letters patent, No. 696,909, on a carbureting device for explosive engines.

Duncan Downs and Daniel W. Draper, West Superior, Wis., have been granted letters patent, No. 696,861 (see cut), on a grain car door. The door is a supplementary one provided with an opening in its lower edge and a trap hinged at the upper edge in position to fill the opening when closed. A pivotal rod on the inner side of the supplementary door locks the trap.

Worthy Lee, Blue Hill, Neb., has been granted letters patent, No. 696,577 (see cut), on a grain scourer, composed of a horizontal case, a stationary partition therein having a concave face and a central discharge opening. The rotary scouring and propelling device projects into the concave face of the partition and is composed of a series of radial inclined wings.

Wm. F. Pillmore and David Anderegg, Westernville, N. Y., have been granted letters patent, No. 696,189 (see cut), on a bean separator. A reversible screen box mounted for rotation has screens upon opposite sides and outwardly projecting partitions dividing the respective screens. The partitions extend to the curved bottom of the hopper, which thus is divided into compartments.

Jas. E. Hill and Wm. W. Brower, Meservey, Ia., have been granted letters patent, No. 696,336 (see cut), on a grain or seed separating device, consisting of a cylinder mounted to rotate, shafts mounted to turn in the cylinder, independent driving mechanism for the cylinder and the shafts carried thereby, a vibratory grain table and a series of risers carried by the table, the risers being composed of spring material.

Jas. M. Akers, Gays, Ill., has been granted letters patent, No. 696,531 (see cut), on a pneumatic conveyor. A fan rotating in a horizontal plane is driven by bevel gear and receives from above a supply of air, thru an aperture in the casing, and a burden of grain thru a hopper. The discharge is thru a chute at one side. A chute from the hopper leads into the discharge of the fan and on the side of the hopper is a valve to alternately close the opening into the chute.

Kansas Wheat Crop.

F. D. Coburn, secretary of the Kansas Department of Agriculture, informs us that the Kansas State Board of Agriculture April 5 issued a report based on a careful canvass of the growing winter wheat conditions in practically every neighborhood, as returned by wheat-growers themselves after critical examination of their fields on Tuesday, April 1st.

Last year's winter wheat area was 5,248,547 acres. In December the growers reported the sowing for this year's crop as at least 12 per cent greater, or a total of 5,883,643 acres. They now report that of this 18 per cent, or 1,080,709 acres, has been so damaged by unfavorable weather or other conditions, that it has been or will be plowed up, and the land devoted to oats, corn, and other crops; likewise, the condition on the remaining 82 per cent, or 4,802,934 acres, as being 74. In the 30 counties which last year produced nearly four-fifths of the state's ninety million bushels there are reported 3,344,492 acres (78.9 per cent) which will be left to mature, with a present condition averaging 70.

This remainder in itself constitutes a vast area of wheat, now past the perils of winter and at the threshold of April showers and sunshine, entitled to a highly respectable rating, together with credit for having afforded four or five months of opportune and luxuriant pasturage, of a value equal to or greater than the entire cost of all the acres planted. There are, nevertheless, from various localities reports of a deceptive, unexplained debility in the crowns and roots of plants quite green in fields that earlier promised fairly well, but which rains and the season have not improved as would ordinarily be expected, and their permanent failure to rally as hoped would be something of a

factor later. Doubtless considerable of the injury is attributable to over-pasturing. Except the Hessian fly in two or three counties no insects are mentioned.

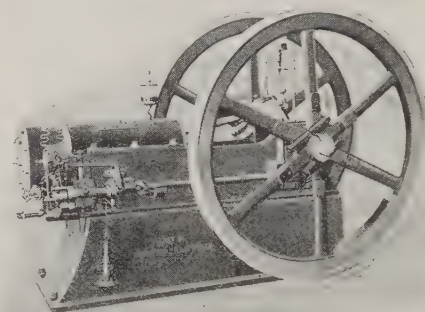
In a large portion of the state the soil has at present abundant moisture, and the need of the wheat-fields is warmth and sunshine.

Reports from the sowing of the 15,000 bushels of seed imported by Kansas millers and grain men last year direct from Russia are invariably favorable.

The Bauer Gasoline Engine.

The experienced elevator man, who purchases a gasoline engine, demands one that will give reliable and economical service. This is the engine that all manufacturers are striving to place on the market. The accompanying cut shows the Bauer Gasoline Engine, which is manufactured by the Bauer Machine Works, Kansas City, Mo. The design and construction of this engine is the result of years of experience coupled with many sad experiences with other makes while in the general repair business.

This engine has many good features. The cylinder has a bearing its entire length, and is bolted on the bed plate directly in line with the center of the crank shaft. The piece that carries the electric igniter is so arranged that the hot tube can readily be employed. The crank shaft is forged and cut from a solid steel billet. The fly wheels have split hubs and are firmly drawn to the shaft.



All parts of the engine are accessible and can be oiled while engine is running.

A cross between wheat and rice is sought by experimenters in the southern fields.

A delegation of the National Board of Trade is visiting the western exchanges with an invitation to rejoin that body.

Malt exported during the seven months ending Feb. 1, 1902, amounted to 205,024 bushels; compared with 183,323 bushels during the corresponding period ending Feb. 1, 1901.

Exports of hay during the seven months ending Feb. 1, 1902, were 107,219 tons; compared with 53,029 tons, the amount exported during the corresponding period of 1900-1901.

Corn oil exported during the seven months ending Feb. 1, 1902, was 2,659,187 gallons; compared with 2,521,655 gallons exported during the corresponding period of 1900-1901.

Baltimore inspection certificates will hereafter include a statement of the country of origin, to satisfy the German importers, who fear that Canadian grain may be foisted upon them as American and render their imports liable to the discriminating tax on all British products.

GRAIN TRADE NEWS.

CANADA.

A grain and hay inspector is desired by many petitioners at Chatham, Ont.

A farmers elevator of 45,000 bushels capacity will be erected at Carman, Man.

Additional grain handling machinery is to be installed in the Great Northern Elevator at Quebec.

Contracts for the construction of 100 miles of road northwest from Moosomin have been let by the Canadian Pacific railway.

The Canadian Pacific railway will expend \$2,000,000 during the summer upon the improvement of the Thunder Bay and Wabigoon sections of the road.

General Superintendent Leonard of the Canadian Pacific railroad states that the elevators at Fort William are filled, and that 600 cars of grain on track cannot be unloaded.

Offices in the new building of the Montreal Board of Trade are renting far beyond the expectations of the management. The building is to be ready for occupancy May 1.

Charles E. Lewis & Co., grain and stock brokers of Minneapolis, have purchased the business of Kellett, Eyres & Co., at Winnipeg, Man. Mr. Eyres will be local manager at Winnipeg.

W. C. Coultry, who for some time has been employed by the Dominion Elevator Co. at Indian Head, Assa., has gone to Langenburg, Assa. He is still in the employ of the same company and expects to be married in the near future.

John McCrea, former grain dealer at Guelph, Ont., died March 17, aged 91 years. In 1856 he erected a warehouse and elevator at Guelph and built up a large business. He shipped the first grain in bags over the Grand Trunk railway. Later he entered the malt business, in which he continued until two years ago.

W. L. Parrish of Winnipeg, secretary of the Northwestern Grain Dealers Association, has just returned from a trip to the states, where he attended the annual meeting of the Kansas Grain Dealers Association in Topeka, and the Chicago conference of the officers of the Grain Dealers National and Associations affiliated with it.

The Manitoba legislature has denied the application of the Northern Pacific Railway Co. for right to build 900 miles of line without bonus of any kind. Apparently the competition of a strong company is not wanted to aid in the development of the resources of Manitoba. Strange as it may appear the legislature at the same session granted a charter to the Carberry Central railway, to which the government will give a guarantee of \$8,000 a mile.

Alexander Walker Ogilvie died March 31, at his home in Montreal, Canada, after several weeks illness from la grippe connected with heart trouble. Pneumonia set in shortly before his death. Mr. Ogilvie was born in 1829 on a farm near Montreal in which city he was educated. At the age of 23 he entered into partnership with his uncle, James Gouldie in the flour milling business and when Mr. Gouldie retired, he established the house of A. W. Ogilvie & Co., grain merchants and proprietors of the Glenora mills, which is

now known as the W. W. Ogilvie Milling Co. and until recently owned by his brother W. W. Ogilvie.

The harbor commissioners of Montreal, Que., have awarded to the Steel Storage & Elevator Construction Co. the contract for the 1,000,000-bushel steel elevator. Other contractors had submitted bids on similar structures at a less cost per bushel of storage, but the plans prepared by Mr. Weber of the Buffalo company had so much to commend them that its bid was accepted notwithstanding. The contract price is \$636,000.

The auction sale of the property of the Prescott Elevator Co., Prescott, Ont., held Apr. 3, was a failure, probably for want of advertising. A bondholder bid \$125,000 for the elevator and floating plant. It was not accepted. A. B. Wolvin bid \$92,000 for eight barges and one tug. Bondholders bid \$95,000, but their offer was not accepted. The highest legitimate bid for the elevator was \$25,000. It is a wooden house of 1,000,000 bushels capacity and cost \$150,000.

F. W. Thompson, formerly general manager of the W. W. Ogilvie Milling Co., and Charles R. Hosmer of Montreal, have purchased the entire business of the W. W. Ogilvie Milling Co. for \$2,500,000. Mr. Hosmer is president of the new company and Mr. Thompson, vice-president and general manager, with headquarters at Montreal. W. A. Black, the former local manager at Winnipeg has been appointed western manager and will still have his office at Winnipeg. The Ogilvie Milling Co. began business in 1801, and from a small beginning it has grown to large proportions. It now owns mills in many of the principal cities of Manitoba and 59 elevators on the following roads: Canadian Pacific, main line, 19; Pembina branch, 13; Southwestern branch, 9; Souris branch, 5; Emerson branch, 3; Stonewall branch, 1; North Central branch, 4; Manitoba & Northwestern, 4, and the Canadian Northern, 1. The company proposes to add to its number of elevators.

CHICAGO.

Memberships in the Board of Trade are selling at \$3,500.

Z. Brosseau, while in New York recently, was robbed of his \$750 watch.

The Chicago Malting Co. has been re-incorporated to manufacture and sell malt.

W. B. Bogert has quit the pit to be floor manager for Carrington, Patten & Co.

The capital stock of the Central Elevator Co. has been reduced from \$100,000 to \$10,000.

A car of wheat and oats hay recently was received at Chicago from California by W. J. Byrne.

Raymond, Pyncheon & Co., commission dealers in grain and stocks, will be succeeded by Mr. Pyncheon.

An official with the title of superintendent will be appointed to keep order among the clerks on the Board of Trade floor.

Extension of thru billing from 6 to 9 months, as asked by the elevator men, has been taken under advisement by the trans-

portation committee of the Board of Trade.

George S. Hardinger, grain broker, shot himself April 5. He was connected with C. Andres & Co., commission merchants.

The threat of Bedell & Vanstrum, the Minneapolis commission merchants, to bring suit against the Board of Trade for damages, has not alarmed the officials of the Board.

The Ben Block Commission Co. has been incorporated to conduct a brokerage business. Capital stock, \$15,000; incorporators, Ben Block, Harry Pagin and Chas. C. Goven.

Count Matsukata, a Japanese statesman, heard the traders in the pit last week, and asked what language they were speaking. When told it was English he said it did not sound right.

The W. A. Fraser Co. has been incorporated to conduct a general brokerage business. Capital stock, \$50,000; incorporators, William A. Fraser, Robert W. Carder and Edward C. Lapham.

Geist Bros., for many years in the grain and hay business in 31st street, have launched out as grain receivers, with offices at 94 Traders Building, formerly occupied by the Grain Dealers Journal.

Compared with rates of \$1.80 and \$1.40 on buildings and contents in Boston the Chicago insurance schedule is \$2.21 and \$1.96 on building and contents of Rock Island Elevator B; \$2.39 and \$2.14 on Alton B; \$3.41 and \$3.16 on Danville, and \$2.45 and \$2.20 on Santa Fe A.

The Chicago Feed Dealers Association at its meeting, March 20, elected the following officers for the ensuing year: President, William Wittman; vice-president, Henry Karstens; secretary, C. Kruesinga; treasurer, H. W. Woehling.

The Illinois railroad and warehouse commission has created a new grade of "standard" oats, effective July 1, as desired by many members of the trade, and the directors of the Board of Trade have posted an amendment to the rules adding the new grade to those deliverable on contract.

Less grain was received at Chicago during the week ending April 5 than during any week corresponding since 1895. Grain shipments eastbound were 1,256,000 bushels, a decrease of 144,000 bushels compared with the preceding week, and of 2,443,000 bushels from the corresponding week a year ago.

Among several provisions of the new rules regulating car service and approved by the transportation committee of the Board of Trade, is one to the effect that grain ordered to elevators made regular by the board will not be subject to car-service rules. A petition of the private elevator men to have the committee recast its proposed rules has been referred by the directors to the committee. Operators of the private houses are exercised over the alleged discrimination against them.

Creditors of George H. Phillips have received a statement from George A. Erhart, William Nash and F. G. Badger showing that the assets of the firm are \$73,000 cash and \$113,000 in accounts, a total of \$186,000; against liabilities of \$168,000, composed of \$41,000 due country creditors and \$127,000 due Board of Trade firms. Creditors representing 75 per cent of the indebtedness have accepted Mr. Phillips' offer to pay 40 per cent cash and an additional 5 per cent as soon as it can be realized by the trustees.

James A. Patten will continue the grain business of Patten Bros., while the other members, George W. and H. J. Patten, will identify themselves with the firm of

Carrington, Hannah & Co., in which they are said to have bought the large interest of Mr. Hannah. On May 1 the firm name will be changed to Carrington, Patten & Co., a new corporation, with \$250,000 capital stock, in which Wm. T. Carrington and Geo. M. Patch are named as incorporators.

Hiram N. Sager of the Norton Milling Co. will have entire charge of the elevator and grain business formerly conducted by James H. Dole & Co., having been appointed manager of the estate of Mr. Dole, deceased. Charles M. Armstrong, who for thirty-five years has been connected with Mr. Dole, has resigned. The firm receives a large amount of grain and owns about forty elevators at various country stations. Mr. Sager retains his connection with the Norton Milling Co. and will continue as its buyer on the floor.

John C. Heuler, general superintendent of the American Malting Co., was returning from work March 25, when he was struck by a train on the Baltimore & Ohio tracks and instantly killed. Mr. Heuler was 51 years old. At various times he had been connected with milling and malting establishment in the largest cities of Germany, Austria, Hungary, Russia and the United States. His last position before coming to Chicago was with the Kansas City Milling Co. at Kansas City, Mo. His remains were taken to Kansas City and later to St. Louis for cremation.

The Karrick, Gray & Williams Co. has been incorporated with a capital of \$100,000, to engage in a general commission and brokerage business. Incorporators: Thomas E. Milchrist, Clarence E. Gray and Harvey S. Williams. Henry L. Karrick, one of the members of the firm, is vice-president of S. Strong & Co. of Minneapolis; Harvey S. Williams is the Chicago representative of S. Strong & Co. and Clarence E. Gray has been associated with W. A. Fraser. The firm will begin business May 1, with offices at 40 Board of Trade.

The Bentley-Jones Grain Co., with C. S. Bentley president and Charles A. Jones secretary and treasurer, succeeded C. S. Bentley in the grain commission business April 1. The capital stock of the company is \$25,000, fully paid in cash. Mr. Jones, who is a member of the Board of Trade, has been associated with Rosenbaum Brothers over fifteen years and is so well known to the trade throughout the West that he needs no introduction. Mr. Bentley has been a member of the Board of Trade about seventeen years and has been closely identified as a commission merchant with the wheat, barley and seed markets. As a wheat expert he has no superior, and as a salesman of corn, oats, barley and seeds he ranks high. The company will occupy rooms 73 and 74 of the Board of Trade building and will be aggressive handlers of grain and seeds, and will give orders for the purchase or sale of grain, seeds, etc., for future delivery close and efficient attention.

ILLINOIS.

R. & J. Erwin are repairing and re-roofing their elevator at Tuscola, Ill.

E. R. Wiswell has sold his elevator at Beason, Ill., to parties from Springfield.

It is reported that Miller & Clark will build a new elevator at Ancona, Ill., this spring.

J. M. Camp, Bement, Ill., writes: I now feel that I can't afford to do without the Journal.

A meeting of the Illinois Valley Grain

Dealers Association was held March 27 at Ottawa, Ill.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Walter McFadden of Easton, Ill., has gone to Otterberry, Ill., to take charge of the elevator there.

John Davis has taken his brother Lon as a partner in his store and grain business at Fairbanks, Ill.

C. D. Greve, Garrett, Ill., writes: I think the Grain Dealers Journal is the best grain journal out.

The glucose works at Waukegan, Ill., will be closed when the stock of corn on hand has been consumed.

John Coe, Ancona, Ill., April 1: Ground in fine condition, oats going slowly as weather has turned cold.

The Morris Grain Co., Morris, Ill., has purchased and installed a second Hall Distributor at Morris, Ill.

George Arnold will take possession June 1 of the elevator recently built by Ed Hawthorne at Cookville, Ill.

James Milne, Cairo, Ill., March 26: Fine rain this morning; wheat looking well with prospect of a big crop.

At Thawville, Ill., G. W. Maddin has erected an elevator to be equipped with an improved Hall Grain Distributor.

C. L. Aygarn has disposed of his other business interests at Pontiac, Ill., and will devote his time to the grain business.

Thomas Hughes, proprietor of the grain elevator and exchange at Brooklyn, Ill., was married March 30 to Miss Fleener.

Kohl & Eden have sold their elevator at Danforth, Ill., to Mr. Charles F. Walters of Indiana, who will take possession May 1.

J. D. Bowen of Garrett, Ill., will substitute steam power for gasoline power, build a new office, and remodel his elevator.

The Neola Elevator Co. of Chicago has purchased of Thompson & Anderson their grain and coal business at Leland and Baker, Ill.

John Coe has built a new engine house at Ancona, Ill., and installed a new engine from which power will be transmitted to his elevator.

Puett & Williams are remodeling their elevator at Colfax, Ill., making it entirely modern in every respect and enlarging the capacity to 80,000 bushels.

The equipment of the new elevator of Pratt & Pratt, Swan Creek, Ill., built by Younglove & Boggess Co., includes an improved 10-duct Hall Distributor.

The old fight at Waynesville, Ill., which has been waged unrelentingly for three years has been settled satisfactorily to all parties and peace and good will reign.

The Pratt-Baxter Grain Co. has let the contract for a grain storage elevator at Clarksdale, Ill. The new building will be 52 feet square, 82 feet high and cost \$4,000.

A corn oil mill of 125 barrels daily capacity will be erected at Decatur, Ill., by the Pratt Cereal Mill Co., which has developed a new process for the extraction of the oil from the germs.

The Lincoln Grain Co. has been incorporated at Lincoln, Ill., to deal in grain, cereals and produce. Capital stock, \$25,000; incorporators, John H. Miller, Clarence W. Day and Paul Brown.

The application of the Board of Trade of Chicago for a temporary injunction to restrain a number of bucket-shops from stealing its market quotations, was denied April 4 by Judge Humphrey of the United States District Court at Springfield, Ill.

The St. Louis & Marissa Grain & Ele-

vator Co. will build a modern elevator and warehouse in the near future, at Marissa, Ill., to take the place of the elevator recently destroyed by fire. The new building will be thoroughly equipped with machinery.

Walker Boulware of Foosland, Ill., has purchased of E. C. Sale the elevator plant at Dickerson, Ill., and of Gooch Bros. of Belleflower, the elevator at Howard, Ill. He also owns the elevator at McNulta, Ill. All of these stations are on the Illinois Central.

Charles P. Baxter, secretary and manager of the Pratt-Baxter Grain Co.'s line of elevators, and Miss Carrie E. Baughman were married Friday, March 28, at Taylorville, Ill. They took a short trip to Marseilles and Ottawa, Ill., where the groom had a business mission.

J. F. Leising & Co., wholesale dealers in grain, seeds, hay and straw at Chicago Heights, Ill., have given the contract for a new elevator, which will have a capacity of about 12,000 bushels, be 24 by 24 feet, 50 feet high and furnished with the necessary machinery for loading and unloading grain.

Ed Morris' elevator at Magnet, Ill., caught fire March 23, from a passing engine and before the fire was discovered was doomed. It contained but ten bushels of corn, but all the machinery, including the engine and sheller is completely ruined. Loss, \$1,200; insurance, \$800.

Government crop report, April 1: Illinois—March has been favorable for farming operations; soil in excellent condition; good rains considerably improved wheat, which is in good condition, except in parts of southern district, where it is still poor, much oats seeded under favorable conditions.

The Atlas Grain Co., which was incorporated recently at Chicago, has chosen M. E. Miner of Cedar Rapids, Ia., for president and Wilbur McKhinney of Chicago for secretary and treasurer. The firm has purchased elevators at Hinckley, West, Brooklyn, Amboy and Grand Ridge, all Illinois towns on the Chicago, Burlington & Quincy.

The stockholders of The Galva Elevator Co. held their annual meeting at Galva, Ill., recently and elected new officers. The number of directors has been increased from seven to nine and their capital from \$10,000 to \$15,000. The company has rented an elevator at Nekoma which it will run in connection with the one at Galva.

The elevator belonging to Charles T. Wade at Farina, Ill., and containing one carload of oats was burned March 23. Loss, \$3,000; insurance, \$1,200. The fire is supposed to have been started by sparks from an Illinois Central engine. F. Blurton's hay house, containing 50 cars of baled hay was only saved by hard work by the bucket brigade.

The elevator, cribs and real estate belonging to the late Paul Smith at Lincoln, Broadwell and Lawndale, Ill., were publicly sold March 21, by the receiver of the estate, Thomas H. Stokes at Lincoln. The highest bidder was J. C. Diefendorfer of Englewood, Ill., who for \$12,875 secured the entire property. The sale includes the elevators, cribs, offices, scales and other machinery but no grain.

Ed Huelbig, Marissa, Ill., April 1: The prospect for the present wheat crop in this vicinity is very good; if nothing happens to it and we get enough moisture to mature it, we may look for as good a crop as last year; oats seeding is progressing slowly, the heavy rains retarded it somewhat; the acreage for summer crops, for owing to the scarcity of feed,

farmers are putting in a larger crop this year.

R. C. Grier, secretary of the Peoria Board of Trade, reports that the receipts at Peoria, Ill., for March included 127, 126 bushels of wheat, 1,631,315 bushels of corn, 634,051 bushels of oats, 8,500 of rye, 131,200 bushels of barley, 1,948 tons of mill feed and 3,339 tons of hay; compared with 61,200 bushels of wheat, 1,421,600 bushels of corn, 999,800 bushels of oats, 11,600 bushels of rye, 227,600 bushels of barley, 4,240 tons of mill feed and 1,772 tons of hay received during the corresponding month of 1901. Shipments during March included 272,545 bushels of wheat, 437,625 bushels of corn, 729,135 bushels of oats, 1,400 bushels of rye, 63,050 bushels of barley, 7,430 tons of mill feed and 566 tons of hay; compared with 24,100 bushels of wheat, 294,200 bushels of corn, 1,153,500 bushels of oats, 2,100 bushels of rye, 99,150 bushels of barley, 9,435 tons of mill feed and 263 tons of hay shipped during the corresponding period in 1901.

INDIANA.

P. J. Kennedy has bought the elevator at Templeton, Ind., of Risser, Rich & Co.

Thomas Peckenpau of Oakville is still doing a scoop shovel business at the same old stand.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

John Reichard is preparing to handle grain with the scoop shovel this coming season at Yeddo, Ind.

The elevator at Romney, Ind., broke down March 17, but repairs were soon made and work resumed.

The Winchester Milling Co. of Winchester, Ind., does not handle any grain. It is a custom mill only.

Batchelor, Davis & Fox purchased the 20,000-bushel elevator owned by McGee & Barlow at Sharpville, Ind.

Ed Sharp of Tabor, Ind., is soliciting business at terminal points but has no facilities for handling grain.

G. W. Catt & Co. of Bloomfield, Ind., are no longer in the grain business there, but have removed to Indian Territory.

Work has begun on the large steel tank elevator to be built at Hammond, Ind., by the Central Grain & Stock Exchange.

Esler Williams of Anthony, Delaware county, Ind., located on the C. I. & E. R. R., has started a scoop shovel business.

W. G. Sweet, Royal Centre, Ind., March 28: Wheat is looking well; farmers busy putting out oats; will be a large acreage.

E. T. Kitzmiller is building an addition to his elevator at Flora, Ind., increasing the capacity from 15,000 to 25,000 bushels.

Owen, Hurd & Son, Walton, Ind., March 25: Prospects of growing wheat is fair to good; oats are not sown yet; movement of grain is light.

In the column "Suits and Decisions" on another page of this number will be found court decisions bearing on the Indiana landlord and tenant law.

George Bauer, Sims, Ind., writes: The Grain Dealers Journal is the best medium to advertise in. I had lots of inquiries and no trouble to sell my elevator.

L. O. Graffis, who has been in charge of an elevator at Hudson, Ind., has sold and moved to Warsaw, Ind., where he will be employed by the Big Four Elevator Co.

Fire at Newport, Ind., March 28 de-

stroyed one of the mills of the Montezuma Milling Co., together with several thousand bushels of corn. Loss, \$60,000.

Government crop report, April 1: Indiana—Wheat small and in some localities winter killed in spots, but generally fields are green and prospects for good crop are encouraging; plowing, oat seeding in progress.

W. H. Dunn, Mt. Comfort, Ind., April 2: Growing wheat looks poor, too cool and dry, badly winter killed; oats sowing well along; considerable breaking done for corn of which there will be a large acreage planted.

W. G. Sweet is putting a new dust collector and a Boss Car Loader in his elevator at Royal Center, Ind., and is also repainting the building. He is preparing for the large business which he expects this season.

S. B. Sampson, secretary of the Indiana Grain Dealers Association, has established the headquarters of the Association at 18 Board of Trade, Indianapolis, Ind., where he will be pleased to see all Indiana grain dealers when in the city.

The Fulkerson Mill & Elevator Co. has been incorporated at Elkhart, Ind., to engage in the buying and selling of grain. Capital stock, \$10,000; incorporators, Anna M. Fulkerson, Effie A. Fulkerson and Frank Fremont Fulkerson.

The firm of Balliet & Strauss at Piercetown, Ind., composed of David Balliet and Daniel W. Strauss, dissolved partnership April 1, by mutual consent and the business will be continued by David Balliet under the name of The Piercetown Milling Co.

P. S. Daubenspeck of Glenwood, Ind., is neither a member of the Indiana Grain Dealers Association nor a regular dealer. He formerly had an elevator at Glenwood, but since it was burned several years ago he has been doing a scoop shovel business.

Lewis & Fatic, enterprising grain dealers at Markleville, Ind., are making some improvements in their elevator, and have installed one of the latest improved chain feeders for ear corn and small grain and an overhead dump. J. E. Knight of Anderson is doing the work.

Goodrich Bros. Grain & Hay Co., Winchester, Ind., March 27: The growing wheat crop in this section of the country is in splendid condition and promises now for more than an average crop; farmers are preparing to sow the largest crop of oats ever raised in this part of the country.

The Indiana Grain Dealers Association has adopted rules of arbitration similar to those of the Iowa Grain Dealers Association, which were published in the Grain Dealers Journal of Jan. 25 on page 64. The committee of arbitration is composed of A. E. Reynolds, Crawfordsville; W. T. McCray, Kentland, and Geo. R. Hoopes of Logansport, Ind.

William Crowell, a well known dealer in stock and grain at Raber, Ind., took his own life early Monday morning, March 31, by putting a bullet through his brain. His wife and son heard a noise but paid no attention to it. Later when Mrs. Crowell went to waken her husband she found him dead. He was a man of excitable temperament and for some weeks had been exercised over the discontinuance of the postoffice at Raber and the sending of the mail to Columbia City. He was 60 years of age and leaves a widow and six children.

The Chicago Board of Trade on March 25 brought suit against 28 alleged bucket-shops in Indiana, to restrain the use of

its quotations. Judge Baker in the federal court issued an order directing each of the defendants to appear in court April 5. The defendants are: L. A. Kinsey Co., Robert Meuser, Meikel & McCurdy, George Bridenbucher, Philip E. Mutcher, Tallentire & Connor, L. W. Louis & Co. of Indianapolis, James M. Fuller of Shelbyville, Frank M. Blasingham of Logansport, Miles Peacock of Kokomo, L. A. Kinsey Co. of Anderson, L. A. Kinsey Co. of Alexandria, West Commission Co. of Terre Haute, Harry Carson of Elwood, Sprague & Van Roy of Ft. Wayne, James L. Jones of Muncie, Warner & Baugher of Marion, Omar G. Murray of Richmond, Arthur W. Thornburg of Hartford City, Henry A. Calvert of Washington, Richard J. Greenhow of Vincennes, John J. Chandler of Evansville, Dorris R. Head of Princeton, John J. Eels of Laporte, Eagen & Callahan of South Bend, Edward A. Hanley of Lafayette, Robert Hamilton of Fowler and John D. Rose of Crawfordsville.

IOWA.

Jim Sturgeon is building an elevator at Clinton, Ia.

Mr. DeCook has entered the grain and hay business at Leighton, Ia.

The Neola Elevator Co. is overhauling the old elevator at Chana, Ia.

The Nye & Schneider Co. is looking for an elevator site at Belle Plaine, Ia.

Ed Ewen is now employed by the Northern Grain Co. at Belle Plaine, Ia.

The Spencer Grain Co. has succeeded H. H. Pullen in the grain business at Britt, Ia.

Kaufman & Anderson of Doon, Ia., have bought the farmers' elevator at Perkins, Ia.

Keith & Roth are building an addition 14 by 20 feet to their elevator at Wayland, Ia.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

E. A. Brown is rebuilding his elevator at Alta, Ia., making a larger and more modern structure.

Nye & Schneider Co. have about completed new 10,000 bushel elevators at Bronson and Lawton, Ia.

Mr. Chapman, manager of Sidwell's elevator at Battle Creek, Ia., is building an elevator at Whiting, Ia.

H. H. Smith has sold his elevator at Lanyon and Boxholm, Ia., for \$8,000 and will doubtless move to Minnesota.

E. L. Gilbert has severed his connections with the Clinton Grain Co. at Crystal Lake, Ia., and will go to Minnesota.

Dunkelbarger & King, Nevada, Ia., write: We have been very much pleased with the Journal and would now feel lonesome without it.

E. T. Whitney has sold his grain and feed business at Deep River, Ia., to W. E. Cox and purchased another at Garner where he will move shortly.

Des Moines Elevator Co., Des Moines, Ia.: Please discontinue our advertisement of help wanted, as we have more applications than we have places for.

Joe R. Monroe, formerly chief clerk of the B. C. R. & N. railway offices at Davenport, Ia., is now in the employ of the D. Rothschild Grain Co. at that place.

E. L. Eriscon & Co. have started the machinery in their new 60,000-bushel elevator at Story City, Ia., which was begun about six months ago. It has a capacity of 60,000 bushels.

The firm composed of C. F. Bargmann and E. F. Jockheck, in the grain and coal business at New Liberty, Ia., will be suc-

ceeded by E. F. Jockheck and H. C. Lamp. The consideration was \$4,084.

The Farmers Elevator Co. at Whittemore, Ia., at its annual meeting on March 13, found that it had lost \$13,000 and the elevator will be sold.

The Manly Grain Co. has been incorporated at Manly, Ia. Capital stock, \$10,000; incorporators, David Williams, M. E. Knudson and others.

E. B. Michaels of Storm Lake, Ia., will enlarge his elevator at Juniata, Ia., by a 22x28 addition with a 32-foot cribbing. He will also improve it by installing a gasoline engine and other machinery.

L. B. Spracher, Sibley, Ia., April 2: Grain about all delivered; once in a while a bunch of oats and corn, but held by parties that can hold as long as they wish.

R. P. Dethmers, manager for the Skewis-Moen Co. at Hartley, Ia., has purchased the elevator and stock business of Jessie Hill at Doon, Ia. He will take possession Aug. 1.

P. M. Ingold has closed his elevator at Rembrandt, Ia., for the rest of the season and O. C. Fasberg, who has had charge of his business there has gone to Bigelow, Minn., for the present.

The Des Moines Elevator Co. has purchased the Spencer Smith Elevator at Waukee, Ia., and will operate it hereafter in connection with its line of houses.

The Nye & Schneider Co. of Mason City, Ia., has purchased the business of the Northern Iowa Grain Co. at Sioux Rapids, Ia. C. T. Likens, manager for the latter company at Sioux Rapids will remain with Nye & Schneider.

An arm broken in three places and many bad bruises, if not internal injuries, are the result of a fall which Louis C. Eland took from a ladder in Davenport Elevator Co.'s elevator at Davenport, Ia., where he was employed.

George B. Stapp, Cotter, Ia., April 1: The old crop of oats is all in the elevator men's hands now or has been shipped to market, most of it shipped; about one half the oats are sowed in this county; more barley sowed this year than ever before.

F. W. Newton, auditor for Pease Bros. of Des Moines, Ia., and located at Sac City, Ia., has bought the elevator at Sac City formerly owned by A. Grant. He will retain his position with Pease Bros. and employ Chris. Hatfield to manage his elevator.

About 125 farmers and business men of Fredericksburg, Ia., have organized a Farmers' Co-operative Co., with \$8,000 capital stock. A board of five directors and the following officers were elected: President, S. H. Holcomb; vice-president, H. R. Swanger; secretary, O. N. Judge, and treasurer, L. Padden.

Geo. E. Wilson of Des Moines, Ia., will remove to Hepburn to operate the elevator recently purchased of J. W. Chambers of Des Moines. Among other improvements will be a 16 h. p. Lewis Gasoline Engine in place of the old steam plant. Mr. Wilson has for some time past represented the Peavey Grain Co. in Iowa.

The Iowa Senate, on the afternoon of Apr. 5, passed the bill amending the landlords' lien law, by a vote of 29 to 7. On account of a minor change made in the bill by the judiciary committee of the Senate the bill went back to the House, where no serious objection was met. It is ready for the Governor's approval.

P. B. Smith and F. W. Van Dusen, receivers for the St. Paul & Kansas City Grain Co., have petitioned the district court requesting authority to sell the elevators at Marshalltown, St. Anthony,

Zearing, McCalsburg and Rolland, Ia. The elevators cost the company \$29,076 and are appraised at \$16,500. The highest bid received is \$15,000 from the Atlas Elevator Co. The receivers also have another line of 30 elevators, including a large shelling and cleaning house, to sell, which are located on the Chicago & Great Western Ry. between Minneapolis and Oelwein, Ia.

The Union Elevator & Cold Storage Co. has been organized at Des Moines and has leased the International Distillery property in that city. This will be thoroughly overhauled and about \$12,000 spent in refitting and improving it. The capacity of the plant will be 300,000, with arrangements for an addition of 200,000 bushels on short notice. The space arranged for the storage is 300 by 160 feet, while the upper floor of the main building will be used for machinery. A dry pit 40 feet square and 50 feet high will be used for drying grain. The capital stock of the company is \$50,000 and will be increased to \$100,000 within a year. J. C. R. Layton is president and W. C. Layton secretary and treasurer.

KANSAS.

G. S. Horton of McPherson may build an elevator at Cullison, Kan.

J. P. Cummings of Sabetha contemplates building a 5,000-bushel elevator at Price.

Ward & Ayres, grain dealers of Gardner, Kan., expect to build a mill this spring.

F. L. Williamson & Co. have succeeded Williamson-Wickstrum Co. at Clay Center, Kan.

H. Work & Co. Ellsworth have bought the elevator of Cassingham & Gouldner at Frederick, Kan.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Work is being pushed on a grain elevator at Zyba, Kan., in order to have it ready for this year's crop.

Mowrer Bros. expect to build a 5,000-bushel elevator at Lost Springs, Kan., if crop conditions continue good.

S. L. Carpenter has succeeded the Severance Elevator Co. at Severance, Kan. W. D. Reppey, who owns the elevator, has retired from the business.

F. L. Williamson & Co., Clay Center, Kan., will build an 80,000-bushel cribbed elevator for storage adjacent to their 30,000-bushel cleaning house.

Lon V. Silver has purchased his father's interest in the grain business at Sherman, Kan., and together with his brother, F. C. Silver, will engage in the grain trade.

C. B. Hoffman of Enterprise, Kan., is soliciting the business of the farmers' elevator companies of the Southwest, but is not likely to get much grain from regular dealers.

The S. R. Washer Grain Co. of Atchison, Kan., will rebuild its 100,000-bushel cleaning and transfer elevator. The house will be of crib construction, with electric power.

The Greenleaf-Baker Grain Co. is remodeling its elevator at Atchison, Kan., and putting in rope drives, using machinery supplied by the Kansas City Mfg. & Supply Co.

S. J. Thompson, grain dealer of Jackson county, Kan., who owns three large elevators, the Rock Island at Holton and two at Soldier and at Mayetta, will build a fourth this summer at Hoyt.

Wm. L. Spence of Lewis, Kan., writes that D. M. Brower and the Farmers' Elevator Co., both of Lewis, will build elevators there this year. Work on Mr. Brower's house already has begun.

The farmers in the vicinity of Simpson, Kan., have subscribed enough money for an elevator and stock yard and the Co-operative Grain & Livestock Association will establish a branch office there.

D. McDonald, Milton, Kan., Apr. 1: The wheat is being plowed up to plant in corn and cane and Kaffir; fully three-fourths of the wheat in this township is dead and the rest will not make half a crop; no old wheat here.

Government crop report, Apr. 1: Kansas—Wheat in good condition in east and greatly improved in central and west portions; oat sowing nearly completed in south and well advanced in north; corn planting progressing in southeast.

The Kansas state board of agriculture reports an increase of 12 per cent in the acreage of wheat, and that of this 18 per cent has been damaged and will be devoted to other grains. The condition of the remainder is 74 per cent.

E. J. Foster, Linton, Kan., Apr. 5: Everybody is looking forward to a good yield of wheat, as it is in perfect condition; a heavy acreage of flax is being sown; not many oats on account of high price for seed oats; some sorghum for seed; rye in good condition.

The Wellsville Grain & Lumber Co. has just started its new 40,000-bushel transfer elevator at Wellsville, Kan. It is especially adapted to handling corn and flaxseed. It is equipped with power shovels, car puller, shellers, feed mills and five stands of elevators.

J. G. Goodwin, chief weighmaster of the Kansas City Board of Trade, is keeping a close watch on the prosecution of grain thieves. One man who was caught stealing grain in the P. & G. yards has been held to the criminal court under \$1,000 bonds.

J. G. Maxwell & Co., McPherson, Kan., Apr. 2: The growing wheat in this country is badly damaged; present condition ranges from about 50 per cent to 75 per cent; many of the farmers are beginning to plow up their poorest fields; corn, Kaffir corn and cane will be substituted.

Alex Knott, Belle Plaine, Kan., Apr. 2: Wheat will not make over one-fourth of a crop, for of what was sown one-third is being plowed up and planted to oats and corn; two-thirds will be left standing, but it will not average over one-half a stand; but little wheat of the last year's crop is left in the hands of farmers.

F. M. Farrill of Medford, Okla., and some Missouri parties have purchased the mill and elevator owned by Swenson Bros. at Morganville, Kan., and will organize a stock company with \$25,000 capital, with headquarters at Morganville, to deal in grain. Mr. Farrill has been associated with some of the largest Oklahoma companies and no doubt will make a success at Morganville. D. N. Thompson, who has been running the elevator, had terminated his lease.

The Hunter Milling Co., Wellington, Kan., Mar. 31: We do not know the acreage of wheat yet in Sumner county, but believe that it will be about 5 per cent greater than last year; we will have somewhere between 40 and 50 per cent of a crop in hard wheat and about 10 to 25 per cent in soft wheat. Wheat that is growing is looking very nice at this time, but a great deal is being plowed up and put into corn and oats; what wheat is standing is very thin on the ground and in all probability the weeds will take it later on. It is the general opinion that we will not have to exceed 40 per cent and not to exceed 50 per cent of last year's crop of wheat under the most favorable circumstances.

MICHIGAN.

L. E. Woodard has been instrumental in the establishment of a cereal food factory at Owosso, Mich.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

The Wallace & Orr Co. will erect an elevator on a site recently purchased on the P. O. & N. Ry. at Owendale, Mich.

Thomas Beck, for many years in the grain commission business at Detroit, Mich., died recently at Washington, D. C.

Lyel Ferguson of Amsterdam, Mich., has moved to New Hudson, Mich., where he has a position in E. J. Rice's elevator.

O. D. Corwin has sold his interest in the grain business at Williamston, Mich., to A. J. Edwards, and the business will be continued under the firm name of Linn & Edwards.

Government crop report, Apr. 1: Michigan—March mostly dry and pleasant; plowing began, but it is not yet general; other early spring work well advanced; winter wheat is small, but healthy, and in generally fair condition.

An explosion of gasoline in the elevator of Detwiler & Son at Henderson, Mich., on Mar. 27, ruined the gasoline engine, set fire to the building and severely burned the engineer, Milo Crane, who succeeded in throwing out a gallon can of the oil.

Bradford Bros., Leesburg, Mich., Apr. 2: The growing wheat crop in this section of Michigan is looking fine; plenty of rain and the weather at present is perfect; the prospect for a wheat crop is better than a year ago; rye has a good growth, but acreage is less than average.

MICHIGAN LETTER.

The price of wheat averages from 75 to 80 per bushel.

The Northern Michigan Transportation Company's dock at Manistee is being rebuilt and made three feet lower.

The climatic changes during the past week have been such that Easter hats have been abandoned and the reports concerning the growing wheat have been dubious.

Because the proprietors of Hall Bros.' beanery at Owosso insisted on employing Mrs. Eva Willoughby, the complainant in a recent divorce case, the other girl employes have gone on a strike.

The Barry Bros. and the Goodrich Transportation Company have come to an agreement whereby the bitter warfare that has been waged for so long will now be terminated and uniform rates on freight will be maintained.

A much freer movement of all grains from farmers' hands is now seen and yet the price is not going up, but rather down. Corn and oats are being received at elevators and mills in large quantities throughout the state.

The property of the Albion Milling Co. has been sold at auction and was bid in by the mortgagees for \$38,000. This sale will clear up the difficulties which arose from the failure of the mill several years ago.

A company is being organized in this city to manufacture a new cereal drink, the invention of G. Dunham of Vicksburg. Local men are interested in the enterprise. It is proposed to capitalize the company at \$25,000.

Wheat, according to the reports received from many of the most prominent farmers in the vicinity of Hudson, Mich., has been badly winter killed owing to no protection during the severe cold weather. No more than one-half of an ordinary crop is now the estimate for the yield the coming season.—W. S. R.

MINNESOTA.

Felton, Minn., is to have a elevator.

Michael Bros. have opened a feed mill at Millerville, Minn.

Howard & Bemis have moved their office from Kenneth to Edgerton, Minn.

O. C. Fasberg, Bigelow, Minn., writes: I cannot get along without the Journal.

The National Grain Co. will build an elevator of 100,000 bushels' capacity at Willmar, Minn.

Memberships in the Duluth Board of Trade are selling at \$1,500, an advance of \$500 within a few weeks.

McCarthy Bros. have purchased an additional membership in the Duluth Board of Trade of the Ames-Brooks Co.

John T. Williams has left his position at the elevator at Winona, Minn., and will take charge of a farm near Argyle.

St. Johns Bros. of Heron Lake, Minn., extensive dealers in wheat, have purchased the Era elevator at Le Sueur, Minn.

Fire destroyed the Independent Elevator at Kragness, Minn., on the morning of Mar. 21, together with 800 bushels of grain.

O. F. Morrison expects to build a 25,000-bushel elevator, 24 by 34 feet, with brick office and engine room, at Pelican Rapids, Minn.

The annual meeting of the South Minnesota and South Dakota Grain Dealers Association will not be held until July, as provided by the constitution.

The Skewis-Moen Co. has purchased the elevators which belonged to the St. Paul & Kansas City Grain Co., along the M. & St. L. road between Storm Lake, Ia., and Minneapolis.

The special agent of the Treasury Department who has investigated the alleged unlawful sale of Canadian bonded wheat screenings at Duluth, Minn., on complaint of a Minneapolis miller, reports that the practice has ceased.

Twenty tile grain storage tanks will be erected at Duluth, Minn., on a site recently purchased by the Great Eastern Elevator Co. of Minneapolis, Minn. The capacity of the plant is to be 1,000,000 bushels, one-half in the wood working house.

M. E. Doran & Co., stock and grain brokers at Minneapolis, Minn., have closed down for a short time to examine accounts. Many small claims have been brought against the company, but it is expected all will be settled satisfactorily.

F. W. Werdin, Glenwood, Minn., writes that F. W. Gingery of Mason City, Ia., has bought for \$4,000 the elevator at Sauk Center owned by Alex Bordeau and will take possession Apr. 15. Mr. Gingery will probably buy in North Dakota also.

The suit of the Chicago Board of Trade against the Coe Commission Co. and Bedell & Vanstrum at Minneapolis, Minn., was heard by Judge Lochren Apr. 7. The temporary injunction against the latter was denied and the case against the former was continued until May 1.

S. G. Neidhart, who for ten years has been in the machinery business in Minneapolis, Minn., and recently has begun the grinding of a cereal food, is preparing to build more commodious quarters. The new building will be a three-story frame feed mill, warehouse and engine room, and will cost \$5,000.

C. W. Gillam, Windom, Minn., Apr. 1: Seeding is just starting and I think wheat will be reduced 20 per cent and corn, oats and barley will be increased; farmers have sold their wheat closer than usual up to this time of year; do not look for heavy receipts on this crop of either kind of grain; elevators in this section are pretty well cleaned out.

J. C. Metcalf and F. G. Winkjer, president and secretary respectively of the Farmers Elevator Co. at Brandon, Minn., were the informers upon whose testimony two Minneapolis grain commission firms were convicted of having violated the commission rule of the Chamber of Commerce by advancing money to customers without interest. The two firms, the C. B. Gunderson Co. and the Minnesota Grain Co., were each fined \$500 for having helped their "friends," the informers, who will receive \$2,000 as reward from the chamber.

F. W. Werdin, Glenwood, Minn., writes that Jos. Kraker has completed his elevator at Birch Lake and commenced business. Birch Lake is only a side track in the woods, but Mr. Kraker, who owns the town site, intends to build up a city. The elevator, which is the only one in the place, is a combination affair. The basement is used as a general store and the main floor for grain. Under the bridge of the driveway to the elevator are the hotel dining room and kitchen. The furniture for these is hewn with an ax from the native timber and the bark is left on, giving the whole affair the rustic appearance of a frontier home. Part of the third floor is used for sleeping rooms and the rest for a butcher shop. The arrangement of the building for the carrying on of the various kinds of business shows the enterprising spirit of Mr. Kraker.

MISSOURI.

The Adrian Elevator Co. is the successor of H. W. Moses at Adrian, Mo.

Raymond & Pyncheon of New York City will establish a branch firm in Kansas City, Mo.

The Missouri state board of agriculture reports that the acreage of wheat has increased 54 per cent and that the condition Apr. 1 was 90 per cent.

The Ernst-Davis Grain Co., Kansas City, has recently taken larger quarters on the third floor of the Exchange Building and increased its office force.

All local managers of the branch offices of the Weare Commission Co. in the West held a meeting at Kansas City Mar. 28 to confer on matters of mutual interest.

The McEwen Grain Co. has been incorporated at Kansas City, Mo. Capital stock, \$10,000; incorporators, Dwight W. McEwen, W. G. Hazeltine and Charles Gilstrap.

The Des Moines Elevator Co. is planning to build a grain elevator of from 300,000 to 400,000 bushels capacity and to cost from \$75,000 to \$80,000, at Moberly, Mo.

J. K. Davidson, grain dealer at Kansas City, Mo., has sold the Union Elevator property for \$100,000 to E. F. Swinney, who will erect a cracker factory in the city.

John Chisholm, a member of the Kansas City Board of Trade and for several years connected with the Central Granaries Co. of Lincoln, died Mar. 22 at Denver, Colo.

The warehouse of the Mound City Hay Warehouse Co. at St. Louis, Mo., containing 35,000 bales of hay, was Mar. 26 completely destroyed by fire. Loss \$40,000, covered by insurance.

Andrew Ammon & Son, formerly in the grain business at Hiawatha, Kan., are building a new feed mill on the Belt Line, Kansas City, Mo. The machinery is being supplied by the K. C. Mfg. & Supply Co.

The Cave Commission Co., St. Louis, Mo., is the successor of the Buschman-Cave Commission Co. The Buschman-Mueller Commission Co. has not and

never had any connection with the Buschman-Cave Commission Co.

The Kansas City Commercial Club has raised a fund of nearly \$1,000 to purchase seed for farmers in the drouth-stricken counties of Stone and Barry. The fund will be disbursed by a committee of the Board of Trade.

Government crop report, Apr. 1: Missouri—Month generally favorable for farm work; oat sowing well advanced, except in some southern counties, where soil is too wet; considerable gardening done; a little corn planted; wheat looking well and making fine growth.

The W. B. Harrison Grain Co. of St. Louis, Mo., failed Mar. 22 and made a voluntary assignment to A. P. Richardson of the Richardson Grain Co. According to Mr. Harrison, losses to the creditors will not exceed \$2,000. Mr. Harrison has been in business for 30 years and has shipped a large amount of grain to the South and Southwest. He attributes this failure to the sudden decline in corn and oat futures.

C. D. Whiting & Co., Lee's Summit, Mo., Apr. 6: Wheat has been neglected in this county (Jackson) for some years and the unprecedented drouth of last summer caused nearly a famine in corn, but there is a larger acreage of wheat this year and it is splendid so far and every farmer is putting in all the oats, corn and flax he has ground for; we are all reasonably sure of a fine grain trade here in the future.

William N. Montgomery, secretary of the Montgomery Grain Co. of Kansas City, Mo., died Mar. 23 of consumption. Mr. Montgomery went to Kansas City in 1889 and for some years was connected with the Nelson-Birch Commission Co. Ten years ago he became a member of the Kansas City Board of Trade and shortly after entered into partnership with his brother, P. H. Montgomery. This brother has been appointed executor of his will by which he leaves his estate of \$6,000 in trust for his two children.

A large grain elevator at Belmont, Mo., belonging to the Mississippi Valley Transportation Co., was burned Mar. 25, together with 6,000 bushels of grain, causing a loss of \$60,000. The elevator was built about 20 years ago by Jay Gould for the purpose of collecting grain at the head of river navigation and there loading it on barges for export. The investment proved to be unprofitable and the elevator was offered for sale at one-fifth its cost. The theory was a sound one, but has never proved practicable.

NEBRASKA.

Talmage, Neb., still has a scoop shovel man.

The corn cribs along Nebraska railroads are empty.

Greenleaf & Baker of Atchison, Kan., have closed their elevator at Brock, Neb.

W. B. Hargleroad has sold his grain elevator at Holstein, Neb., to a gentleman from Kenesaw.

The Bartling Grain Co. has replaced its steam power with gasoline in its elevator at Brock, Neb.

A corn improvers association is being organized at Lincoln to improve the quality of the corn grown in Nebraska.

J. P. Gibbons & Co. are repairing their elevator at Kearney, Neb., and with other machinery will install two Hall Grain Distributors.

A correspondent at Julian, Neb., Mar. 25: Wheat still looks good and good prospects for a bumper crop; farmers have commenced seeding.

Charles Payne, formerly manager of Morton Bros.' grain business at Nebraska City, Neb., died of consumption Mar. 30 at Denver, Colo., aged 24 years.

Messrs. Klietsch and Halmes are planning to build an elevator at Plattsmouth, Neb. This will enable them to store wheat enough to last them for several months and also to buy and ship corn. Last year several cars of wheat were shipped out and they have been obliged to stop their mill on account of the shortage.

E. T. Bauer, traveling representative for Nordyke & Marmon Co., has seen so many good fields of wheat in Nebraska that he predicts that if an average yield is obtained from the present acreage the state will harvest 100,000,000 bushels this year. The farmers of the winter wheat district had such good returns from wheat acreage and so poor from corn acreage last year that many doubled, tripled and quadrupled their wheat acreage last fall, intending of course if the wheat was winter killed to plow it up and plant corn. Much to their delight, wheat is in perfect condition. The spring wheat farmers are also increasing their wheat acreage.

NEBRASKA LETTER.

T. F. Keckler at Manley is making quite extensive repairs on his elevator.

Rumor is current that W. H. Ferguson will shortly erect an elevator at Lincoln, and move his headquarters from Hastings to Lincoln.

The many friends of Geo. S. Gould will be pleased to learn of his acquittal with reference to his complicity in the forgery operations of his brother.

The ingenuity used by the average Nebraska dealer to keep busy was never better illustrated than during the present dull year. Many of the dealers, finding time hanging heavily on their hands, have drifted into politics. The office of mayor has been particularly attractive to many, as was evidenced by the results of the last election, when C. J. Miles was elected to that office at Hastings, as were also J. Buck, a dealer at Crete, and H. H. Bartling of Nebraska City elected mayor of these respective cities. L. Spelts of David City, who was candidate for mayor of that place, was not so fortunate as the others, having been defeated by a small majority.—E. C.

NEW ENGLAND.

W. D. Grant is erecting a brick grain warehouse at Hartford, Conn.

The grain elevator recently built at Nantucket, Mass., is now in operation.

Readers will confer a favor by sending notices of new firms, new elevators and business changes.

Cutler & Co., grain dealers of North Wilbraham, Mass., have opened a grain and feed store at West Brookfield, Mass.

The Fuller Grocery & Grain Co. has been incorporated at Augusta, Me. Capital stock, \$50,000; incorporators, James A. Fuller, M. S. Holway and others.

The Collinsville Grain Co. has been incorporated at Collinsville, Conn. Capital stock, \$8,000; incorporators, Sherman E. Brown, Daniel E. Tromble and Florence J. Brown.

A building occupied by Lyman Brooks, dealer in grain, flour and feed at Charlestown, N. H., was destroyed by fire Mar. 18, together with its contents. The building and machinery were owned by Wm. Butterfield. Loss on stock \$6,000, on building \$2,500; insurance on stock \$4,000, on building \$1,500.

NEW JERSEY.

The National Hay Co. has been incorporated at Camden, N. J., with \$500,000 capital stock.

The firm of Ball Bros., composed of J. J. Ball and E. E. Ball, has been in the grain business at Bloomington, N. J., for twenty years. Besides dealing in grain they have a good trade in flour, feed, lumber, masons' materials, as well as dry goods, groceries and hardware. Where they are now located they were obliged to carry their stock quite a distance from the depot to their grain house, so they have recently bought land on the New York, Susquehanna & Western R. R. and will build an elevator.

NEW YORK.

Daniel Dixon, well known in the grain trade, died recently at New York.

The Central Elevator at Brooklyn, N. Y., which has been idle for some years, is being torn down by the New York Dock Co.

Jacob Wall, who was said to be the oldest member of the New York Produce Exchange, died recently at the age of 95 years.

W. R. Walker of Romulus, N. Y., has moved to MacDougall, N. Y., where he will engage in the grain business with Addison Baldrige.

H. Dusenbery & Co., commission dealers in grain and hay at New York, N. Y., will remove May 1 to new offices at 136 Liberty street.

We are indebted to John D. Shanahan, chief grain inspector, for a copy of the rules governing the grading of grain as revised by the Buffalo Merchants' Exchange to Apr. 1, 1902.

The Houser Elevator Co. has been incorporated at Syracuse, N. Y., to carry on the business formerly conducted there by a partnership firm. By adding new machinery the company will increase the capacity of the plant. Capital, \$50,000; incorporators, E. W. Houser, C. C. Decker and Mary E. Houser.

BUFFALO LETTER.

The new four-story mill of the Buffalo Cereal Company has experienced much delay, but is nearly done.

Far past the usual time of getting together on elevator rates and pool arrangements, but nothing done yet.

Only one cargo of winter grain afloat in Buffalo harbor, the 84,000-bushel lot of corn in the steamer Fitzgerald.

No canal grain is offering yet, unless some malt can be so classified. This pays 3½ to 3¾ cents to New York, which means about 4¼ cents on wheat, a very fair rate.

A great rush of spring wheat to the seaboard, over 1,000,000 bushels having gone out in a fortnight, excites the fear that this drain will make this market short, and the price limit has advanced of late, now being 3 cents c. i. f. under New York May.

Quite an amount of state winter wheat still is offering, in spite of the supposed ruin of the crop by the Hessian fly. For a time city millers were paying a premium on it, but they are now refusing to buy to any extent, expecting to get a supply by lake in a few days that will come lower.

The Nickel Plate (Husted) track elevator, gives notice that hereafter it will make a charge of \$3 on all cars of grain transferred that contain more than one sort of grain. This mixed-shipment practice appears to be growing and must be met somehow. A car came in here the other day with four lots of grain in it.

The proposed sale of the greater part of the canal grain fleet to a New York company is still in the option stage, but the effort to obtain more options continues. About 300 boats are so tied up now, which is more than half the fleet that can carry grain. Old boatmen are more than willing to sell out in that way.

The quiet season in grain sales is on and will continue till the lakes are well open, which time is still very indefinite, as Buffalo harbor is still on the wrong side of a field of ice of large extent. With a return of good warm weather or with a strong east wind to blow the ice up the lake it would be easy to make the harbor very soon.

The failure of the canal bill in the legislature is said to be a mere political matter and the canal men are going on with the agitation for improvement just as before. More sound sentiment favors improvement than ever before and the canal men feel sure to win in the end, for if the dominant party will not pass a proper bill the other party will take the power out of the hands of its opponents and do the work.

The establishment of a clearing house on 'Change to assist in the establishment of option trading appears to be meeting with all desired support on the part of the grain interests. Especially is the encouragement from outside good. A Chicago grain plunger has sent down for a membership on 'Change and five shares in the clearing house. The Buffalo banks are said to be getting remarkably kind, too, not a few of them asking how they can get in line for some of the business.

Chief Grain Inspector Shanahan of the Merchants' Exchange complains that there is an increase of carelessness in the loading of grain, which always tends to cause friction when he refuses to pass it over, and occasionally causes much hard feeling. The other day a car of corn was so bad that he refused to give it any grade, when the owner put up some very hot words on the case. On taking the cargo out there was found 1,800 pounds of oats and dirt in the bottom of the car, most of which the car sampler failed to reach. From some western points there is coming cars of what are graded No. 2 white oats, but which are so badly mixed with barley, rye, seed and the like that they are not entitled to any sort of grade. —J. C.

NORTHWEST.

A farmers' elevator company will erect an elevator at Clifford, N. D.

B. C. Rose is interested in the elevator which will be built at Page, N. D.

Terwilliger & Dwight of Sioux City, Ia., have bought Schafer & Doering's elevator at Tripp, S. D.

J. F. Kelly, Kidder, S. D., Apr. 2: Ground in good condition and good prospects for coming crop.

Reich & Hoffmann of Parkston have purchased the elevator at Tyndall, S. D., owned by John Burbeck.

Carlton & Beardsley of Armour, S. D., have purchased for \$3,000 the Wieland Elevator at Delmont, S. D.

The Truax & Betts Elevator Co. of Mitchell, S. D., has bought the Gimmel Elevator at Worthing, S. D.

F. J. Schuntke has bought for \$2,500 the elevator at Emery, S. D., formerly owned by McIntyre Bros.

L. A. Foote, Kimball, S. D.: Too early to give any news about this section; very little, if any, seeding done yet.

Ezra Martin of Northville, S. D., has

bought the Van Dusen Elevator at Athol instead of Arlington, S. D., as reported.

Jefferson Mill Co., Jefferson, S. D., Apr. 2: Seeding is on in earnest and the ground is in fine condition for the seed.

Frank D. Horton, who has been acting as agent for an elevator at Mapleton, N. D., died recently at a hospital in Fargo.

The farmers in the vicinity of Spiritwood, N. D., are planning for an elevator and cleaning house at that place this spring.

A new town, which will be started this spring on the Milwaukee railroad in the western part of Lake county, S. D., will have at least two elevators.

A. N. Barber has bought the Farmers' Elevator at Iroquois, S. D., and is refitting it for a grist mill, installing a roller mill and a gasoline engine.

The Canton Grain Co. has purchased the elevator formerly owned by the Farmers Elevator Co. at Ethan, S. D., and the house has been closed for repairs.

Geo. A. Bush is no longer in the employ of the Spencer Grain Co. at Elm Springs, S. D. The elevator has been closed and he has gone to his home in Garner, Ia.

A grain warehouse at Bowdle, S. D., belonging to the McCaull-Webster Grain Co. and containing a large amount of wheat and flax was destroyed Mar. 28 by fire.

P. A. McGregor of Canada has purchased the Farmers Elevator at Humboldt, S. D., for \$4,000 and will move there soon. The sale was made through F. C. Metcalf, representative of a St. Paul commission firm.

The Hunting Elevator Co. has closed its house at Lennox, S. D., for the season and its buyer, Geo. D. Brown, with his family, has gone to Ireton, Ia., where he will act as buyer for the H. M. Slagle Grain Co.

J. E. Wright, traveling auditor for the McCaull-Webster Grain Co., died suddenly at Aberdeen, S. D., from hemorrhage of the lungs, which is supposed to have been the result of a fall from an elevator a year ago. He was buried at Sibley, Ia.

On account of water soaking into the grain pits at Osnabrock, N. D., the handling of grain was brought to a standstill recently, but Osnabrock has a good record so far. The total amount of 800,000 bushels has been handled this year, A. Butts handling 140,000 bushels, J. Paulson 200,000, D. Paige 145,000, J. W. Balfour 125,000 and A. E. Davidson 110,000. If sinks and boots were encased in cement or steel no trouble would be experienced.

Farmers in Minnesota and the Dakotas have been led to give more attention to corn growing because the cultivation required by corn kills the noxious weeds that establish themselves on soil continually seeded to wheat. Corn is said to benefit the soil as much as summer fallow, the fodder is valuable, while the corn roots keep the light soil from being blown about by the high winds.

OHIO.

W. J. Jenkins, Paris, O., Apr. 1: The crop is fine here.

C. C. Norton of Greenfield, O., will improve his grain warehouse.

Sherman Beighley will build an elevator of 4,000 bushels' capacity at Scipio, O.

N. Turner & Son, Avery, O., Apr. 2: Wheat crop looking fairly well; no grain moving, farmers all busy.

Geo. M. Etherington of Piqua, O., the owner of an alleged bucket-shop at Troy,

O., was recently found guilty of embezzlement on complaint of J. W. Faulkner.

John W. Fisher, the oldest grain merchant in Cincinnati, celebrated his seventy-second birthday recently. He has been in the grain business at Cincinnati for 50 years.

T. E. Ferguson will have charge of the new C. H. & D. Elevator at Toledo, O., when it is opened Apr. 15. Mr. Ferguson had charge of the old plant before it was burned.

The Brighton Elevator Co. has been incorporated at Brighton, O. Capital stock, \$18,000; incorporators, Louis M. Faber, Vigil L. Turning, Charles S. Beardsley and others.

Among its many improvements at Toledo, O., the C. H. & D. railroad company has completed the new steel elevator and will be prepared to handle grain when navigation opens.

The Ohio Cereal Co. at Circleville, O., composed of Crites Bros. and Smith Bros., has been dissolved, and the two firms will conduct their elevators and mills independently.

C. C. Norton, Greenfield, O., Apr. 2: Wheat throughout this part of Ohio is looking remarkably well, having come out from under its covering of snow in good form, and it needs only warm rains and sunshine.

Government crop report, Apr. 1: Ohio —March weather favorable and season well advanced; marked improvement in wheat, which, however, is generally small and in places spotted, but only slightly winter killed and now growing nicely; plowing and oat seeding under way.

Cleveland, O., has many curbstone brokers. "Some of these have offices and funds to pay freight upon consignments, while others have neither offices nor funds." The only safe way is to patronize regular commission men.

A large elevator and warehouse belonging to Geo. Ruff at Rushville, O., was Mar. 23 completely destroyed by fire. It was a nearly new building, containing 20 tons of hay and several thousand bushels of oats, as well as some wheat, flour and corn. Small insurance.

H. J. Gordon of Gordon & Heinze, Curtice, O., writes: The Grain Dealers Journal was the means of saving us dollars in insurance by publishing the rates and tables in one of the numbers. We naturally expect agents to get us the best rates, but they do not always. I believe that table ought to be published often for the benefit of insurers. The owner can figure the rate as well as the agent by using the tables adopted by the state board.

J. I. Friedley, Attica, O., Apr. 4: Wheat has improved throughout this section since the rains, but at present the weather is bad for it, as we are having freezing and thawing and the plant is very tender owing to its wonderful growth after the rains. Farmers put in some oats the last few days of March, but at present are idle, as the ground is too wet and cold; oats and corn are not moving at present, and I think there will be few moved for the market until we raise a new crop.

F. O. Diver of Middletown, O., has just organized a stock company at Middletown to do a general grain and milling business. It has a capital stock of \$15,000 and will be known as the F. O. Diver Grain Co. The new firm will succeed F. O. Diver & Co., one of the best known firms in the state. While Mr. Diver, the head of the firm, is a young man 31 years old, he has been in the grain business 12

years in Middletown and his success has been wonderful. The company will build a large warehouse and cribs this summer, as well as enlarge its coal yard. Its elevator is situated on both the Big Four and the C. H. & D. roads.

PACIFIC COAST.

The Goshen Roller Mill & Elevator Co. of Goshen, Utah, has increased its capital stock from \$10,000 to \$15,000 and made it assessable.

We are indebted to E. Scott, secretary, for a copy of the 52d annual report of the San Francisco Chamber of Commerce, containing in its 200-odd pages much valuable statistical information relating to the trade and commerce of the port.

The price of wheat at Salt Lake City, Utah, recently was 85 cents on the same day that the price at Chicago was 72 $\frac{3}{4}$ cents, owing to the local demand and the high freight rates from outside points. The prospects for the growing crop of winter wheat in Utah are splendid.

Albert Gerberding of San Francisco, Cal., died at Santa Barbara, Cal., Mar. 26, of valvular disease of the heart. His business as a grain dealer was one of the largest on the Pacific Coast and at various times he has been president of the San Francisco Merchants Exchange, the Produce Exchange and the Oil Exchange, as well as serving as a state bank commissioner. He married a sister of Senator Bard.

The Kerr-Gifford Co. of Portland, Ore., has purchased for \$11,000 the system of warehouses formerly operated by Palmerton & Harvey of Pullman, Wash. H. E. Palmerton retains an interest in the warehouses and will act as manager for the new company. The system includes all the grain houses on the Northern Pacific in Palouse county, Wash., and on the Clearwater branch in Idaho, 11 in number. The new company owns several other warehouses in the vicinity of Oakesdale, Wash., and will no doubt add to them during the summer.

PENNSYLVANIA.

Hancock & Co. of Philadelphia, Pa., will establish a branch office at Galveston, Tex., for the exportation of grain and cottonseed.

John O. Foering, chief grain inspector at Philadelphia, Pa., has had a very enjoyable western trip so far, and now is staying at Santa Barbara, Cal.

The firm of I. M. Parr & Son, Ltd., grain merchants of Philadelphia, Pa., has been voluntarily dissolved and the business will be closed up by Lincoln K. Passmore.

J. G. Mackey, grain broker of Philadelphia, Pa., has made an assignment to R. H. Hinckley. A particularly loose system of bookkeeping is said to be the cause of his failure. Liabilities, \$30,000. Mr. Mackey has few creditors and Mr. Hinckley expects to settle everything satisfactorily.

SOUTHEAST.

The bill creating the office of state hay inspector has failed to pass the Maryland legislature.

John W. Snyder of Hammond & Snyder, grain exporters of Baltimore, Md., was in Chicago last week.

The Grain Dealers National Association will hold its next annual convention Oct. 1, 2 and 3 at Memphis, Tenn.

Lewis H. Day, a retired grain dealer who formerly operated an elevator at

Lexington, Ky., died of heart failure Mar. 31 at Kansas City, Mo.

W. C. Myers, secretary and treasurer of the Nashville Grain & Storage Co., died of apoplexy Mar. 18, at his home in Nashville, Tenn. He was 59 years of age.

The Louis Muller Co. has been incorporated at Baltimore, Md., to deal in grain. Capital stock, \$50,000; incorporators, Louis Muller, John A. Dennis and others.

R. B. Hutchcraft has let the contract for the erection of a large grain elevator at Paris, Ky. The new building will be thoroughly equipped with loading and unloading machinery.

D. G. Shapard, Shelbyville, Tenn., Apr. 1: Our county (Bedford) has about 75 per cent of a wheat crop sowed and condition about 50 per cent; corn crop not yet planted; acreage will be about 125 per cent.

The Harriman Grain & Commission Co. has been incorporated in Roane county, Tenn. Capital stock, \$5,000; incorporators, B. O. Whittle, W. O. Whittle, C. A. Whittle, L. A. Whittle and Matt Whittle.

Goff & Bush, Winchester, Ky., Mar. 31: The acreage sown in this county last fall was about 75 per cent of a full crop of wheat; some of this will be ploughed up, leaving probably about 65 per cent of a crop, and this is backward.

O. H. P. Thomas, one of the most extensive Kentucky dealers in wholesale whiskey and grain, died Mar. 25 of stomach and kidney trouble at Maysville, Ky. Mr. Thomas was 58 years of age and had been in the grain business for 30 years.

A meeting of the officials of all the railroads entering Richmond, Va., except the Chesapeake & Ohio, was held at Richmond Mar. 21 to consider the advisability of erecting a \$35,000 or \$40,000 elevator to be run in opposition to the Chesapeake & Ohio at Richmond.

W. Leroy Snyder son of J. W. Snyder of Baltimore, Md., has accepted a position with the Goeman Grain Co. and hereafter will have charge of the office of the company's transfer elevator at Mansfield, O. For the past eight years he has been with the C. A. Gambrill Mfg. Co.

F. L. Smith, Adairville, Ky., Mar. 28: Our acreage is about 90 per cent of usual crop and condition will not exceed 50 per cent. We had most severe drouth last fall and our wheat made very little growth; all northern exposures winter killed and in our late sowing does not show on ground at all.

Thos. H. Botts & Co., Baltimore, Md., writes: Business could hardly be duller anywhere than it is in our market at present, and from all we can learn it is no exception to the general condition of affairs in breadstuff markets over all the United States. We have some inquiry, to be sure, for nice low grades of flour, some choice rye and new mixed and No. 2 white oats.

The directors of the Vicksburg, Miss., Board of Trade have decided that the Anchor Line elevator must be moved from the valuable site it occupies on the river front. The elevator, which has stood idle for a long time, was built in 1871 by the St. Louis & New Orleans Anchor Line Co. at a cost of \$110,000.

The firm of Rogers & Joiner, composed of R. Morrison Rogers and David C. Joiner, dealers in grain and heavy groceries at Macon, Ga., failed Mar. 25 and trustees have been appointed to settle affairs. Their liabilities are \$75,000; but Mr. Joiner has turned over his estates and it is thought they will satisfy all claims.

A fire started in the roof of the elevator belonging to the Steel Elevator & Storage Co. at West Nashville, Tenn., Mar. 25, and before it could be extinguished damaged the building to the amount of \$1,000. This loss is covered by insurance. It is thought the fire was caused by an overheated box or journal in the elevating machinery.

A. E. Griffith, Auburn, Ky., Mar. 21: Acreage of wheat in this section is 100 to 105 per cent of an average; condition compared with April 1, 1901, is 55 to 60 per cent. Crop was sown too late, failing to get the usual good start before winter set in; alternate freezing and thawing, with severe sleet storms, left 40 per cent of it with roots exposed; if weather should turn dry much of this will perish. On the whole, present outlook is the poorest in 20 years.

J. F. Frost & Son, Wingo, Ky., Mar. 29: We have only one grain to amount to anything in this section of the country and that is wheat. The acreage is about the same as last year and not as large as generally, as the farmers have cut down their wheat crop some in this section, but condition is very fine and favorable to a large yield on the acreage. The recent weather has been very favorable to wheat and it has come out wonderfully; think if nothing happens there will be a large crop.

SOUTHWEST.

Duncan Bros. will build a 5,000-bushel elevator at Braman, Okla. P. H. Pelkey has the contract.

W. M. Black has discontinued his grain business at Hennessey, Okla., and is now located at Garber, Okla.

The Planters' Rice Milling Co. will build another mill with a capacity of 600 barrels a day, at Abbeville, La.

Davis & Vivlott have given P. H. Pelkey the contract for an elevator of 5,000 bushels capacity at Blackwell, Okla.

The Illinois Central Ry. Co. will erect a grain-drying plant at New Orleans, La. W. H. Parkhurst of Chicago has the work in charge.

Government crop report, Apr. 1: Oklahoma and Indian Territories—Copious rains place wheat in fine growing condition and crop promises a half to average yield, according to locality.

W. H. P. Trudgeon, Purcell, I. T.: We want more elevators and more mills in the Indian Territory, but government must first be established, so as to make investments safe.

Denbo & Gavitt, Catoosa, I. T., Apr. 2: Wheat acreage is nearly double the amount of last year; also oats are more than double and we never had a better prospect than at present.

The Red River has been undermining its banks at Shreveport, La., and for a time threatened to destroy the large elevator of the Red River Line, which is located on the river front.

Pennington Grocery Co., Ardmore, I. T., Apr. 1: About two-thirds of an average crop of grain sown in this country; shortage occurred on account of the high price of seed; crop very promising at present.

J. D. Brooks, Deer Creek, Okla., Mar. 31: Wheat is looking good in this neighborhood, acreage a little less than last year; with plenty of rain will have four-fifths of a crop or better, soft wheat about three-fourths of a crop; at present time ground is pretty well soaked.

Blackwell Milling & Elevator Co., Blackwell, Okla., Apr. 1: Judging from

reports we have received and such inspection as we have been able to make, this section of the country will not raise to exceed 65 to 70 per cent of a crop; soft wheat is damaged a great deal more than hard.

R. McMillan, chief inspector of the New Orleans Board of Trade, reports that the exports from New Orleans during March amounted to 168,080 bushels of corn, 576,476 bushels of wheat and no oats; compared with 2,030,959 bushels of corn, 1,723,878 bushels of wheat and 250,060 bushels of oats during the preceding March.

The Geary Milling & Elevator Co., Geary, Okla., Mar. 31: Tributary to our town about 30,000 acres sown; our estimate of stand is about 60 per cent; plant at present time is in thrifty condition and growing; greatest damage was done by the dry weather in the winter; if conditions remain favorable we expect a full average crop.

I. B. Holt, Blackwell, Okla., Apr. 1: About 30 per cent of soft wheat and 20 per cent of hard wheat is killed; what is left is growing nicely and I think unless we have something from now on to destroy the crop we will have as much as we had last season, as one-fourth more ground was put in this year than last. This is my opinion, others do not figure on more than 60 or 65 per cent of a crop.

R. J. Hoppe, Hennessey, Okla., Mar. 31: I judge there was about 64,800 acres sown to wheat in Kingfisher county; of this there is about 32,400 acres in good shape, 16,200 in fair shape, 9,720 will make 60 per cent of a full crop and 6,480 will be plowed up and sown to oats and corn; the 10 per cent of the total crop which is killed is on bottom or sandy land which is not wheat land; it raises better corn and oats.

W. B. Johnston, Enid, Okla., Mar. 31: The wheat crop in this vicinity is very uneven; I think in the county there will be 15 to 20 per cent of the ground sown in wheat put in to other crop; what is left, however, is in good condition now, as we have had abundant rains; with favorable weather for the next 60 days it will be possible to raise from 60 to 75 per cent of a crop, or about 75 per cent of last year's crop.

Stevens Bros., Cashion, Okla., Apr. 1: In this territory around Cashion and Reeding our wheat has been somewhat damaged by the dry weather; we have had a good soaking rain lately and the ground is in good condition; wheat has improved wonderfully; some fields look as though they would make full crop, while on others the wheat is very thin on the ground and a few fields have been planted to oats; we estimate we will have two-thirds of a crop of wheat from the present outlook.

J. W. Corwin, agent for the Brinson-Judd Grain Co., Dawson, I. T., Apr. 1: Crop conditions of the present time are quite flattering; the acreage of wheat far exceeds all other years and the crop is in fine condition with a very few exceptions where the fly has injured it; the oat crop is up and growing nicely with good weather, plenty of rain and good prospects, and the acreage is greater than in all past years owing to the crop failure of the last season; corn is being planted with ground in good shape and a good crop year is looked for.

The Santa Fe has reduced grain rates from interstate points on the Santa Fe to points on connecting lines in Texas approximately 10 cents per 100 pounds. This is the effect of its notice to cancel rates on grain and grain products named

on pages 39 to 48 inclusive of tariff and to apply same conditions as prevailed prior to Feb. 1, 1902, or prior to publication of supplement 25 E to committee tariff 15 E (ICC 226) authority No. 17,958.

TEXAS.

Another elevator will no doubt be built at Justin, Tex.

The Houston Rice Milling Co. will build an 8,000-barrel rice mill at Houston, Tex.

The annual meeting of the Texas Grain Dealers Association will be held at Waco the last of May.

The J. Rosenbaum Grain Co. of Chicago, Ill., has completed plans for a 60,000-bushel elevator to be erected at El Paso, Tex.

C. E. Slayton's elevator at Rosser, Tex., containing a large quantity of hay, corn and other feedstuff, was burned recently. Insurance, \$1,000.

The Fort Bend Rice Milling Co. has been incorporated at Fort Bend, Tex. Capital stock, \$50,000; incorporators, W. E. Anderson and others.

The Eagle Lake Rice Milling Co. has been organized with \$50,000 capital stock to build a rice mill at Eagle Lake, Tex. John Lane is one of the incorporators.

E. M. Phelps, Celina, Tex.: In northern Texas the wheat crop is fine since our recent rains. The new railroad is completed from Sherman to Fort Worth and we expect to ship a large amount of grain from Celina and prosper this season.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, reports that between Sept. 1, 1901, and Apr. 1, 1902, the exports of wheat amounted to 4,092,449 bushels, compared with 8,879,280 bushels for the corresponding period a year ago.

H. Waldo, Collinsville, Tex., Mar. 28: In north Texas oats are very promising; if nothing befalls the crop before July 1 this part of the country will be prepared to help supply early feed to all the states and territories in the Southwest.

Government crop report, Apr. 1: Texas—Ample moisture for immediate requirements in northern, north central, eastern and east coast districts, where rain fell; condition of wheat, oats and rye shows marked improvement and ranges greatly benefited; corn crop mostly planted, some up to good stands and being cultivated.

The crop report sent in by the Osborne-Eubank Hardware & Lumber Co. and published in our Mar. 25 number, should read "wheat and oat acreage average 50 per cent reduction" instead of "wheat and corn acreage." Acreage in corn about 25 per cent increase.

The members of the arbitration committee of the Texas Grain Dealers Association held Mar. 22 a meeting at Denison, Tex., for the purpose of adjusting various differences which had arisen between grain shippers. According to H. B. Dorsey, secretary of the association, much business was before them.

A sad accident occurred at the plant of the Wichita Mill & Elevator Co., Wichita Falls, Tex., on Thursday, March 13. The engineer went into the fuel oil house and was overcome by gas which had accumulated. Before he was removed three other men were overcome. The engineer died 30 hours after and at last reports the others were still lingering between life and death.

G. W. Crossman, Garland, Tex., Mar. 26: The acreage of wheat and oats in

this section is about 25 per cent less than the last two years; the recent rains have put the two crops in first-class condition and prospects are as good as I ever saw them at this time of the year; the plant is not quite as far forward as usual owing to the long drouth, but think it is well rooted; there is no complaint from any source as to the growing grain; corn is coming up nicely, making a good stand; the soil, owing to the dry and very cold weather this past winter, is in the best condition it has been for years at this season.

TEXAS LETTER.

The Fort Grain Company of Waco and the firm of Hudson & Logan of Rhome, Tex., have recently joined the Texas Grain Dealers Association.

The grain crops in north Texas are looking fine, as plenty of rain has fallen recently, and wheat and oats are growing nicely. Corn is coming up all right. In the central part of the state considerable complaint is being made on account of dry weather.

The Arbitration Committee of the Texas Grain Dealers Association will hold a meeting in Dallas on Apr. 21, and the Executive Committee will meet on the 22nd, and at this meeting of the Executive Committee the date of the annual meeting of the Association will be fixed and a programme arranged.

The firm of G. B. R. Smith & Son of Howe will soon discontinue business. The senior member, G. B. R. Smith, will very likely form a stock company, build an elevator and engage in the grain business at Celina, Tex., a new station on the extension of the Frisco between Sherman and Ft. Worth. The junior member, F. S. Smith, will engage in the grain business at Commerce, Tex.

The members of the Texas Grain Dealers Association have certainly felt the result of organization this season, as their dealings have generally been confined to those who are members of kindred organizations, while those who are not members of the Association have dealt with just any one and every one outside of the state who made them quotations and they have paid for their fun. L. S.

WISCONSIN.

Gustave Haberman is building an elevator at Greenleaf, Wis.

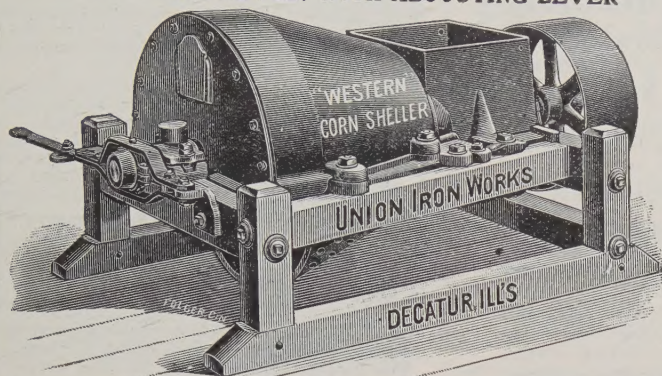
Government crop report, Apr. 1: Wisconsin—Winter wheat and rye generally in satisfactory condition, except in few localities in northeastern counties.

Some of the most progressive farmers of Bloomer, Wis., have organized a farmers' co-operative grain company with a capital stock of \$25,000. George J. Bauer, Joseph Maloney and others are interested.

The Milwaukee Chamber of Commerce voted not to adjourn on April 1 when the Chicago Board of Trade was closed on account of the election of aldermen. Numerous Chicago brokers improved the opportunity to visit their Milwaukee business associates.

Transfers of cash between members of the Milwaukee Chamber of Commerce in the settlement of deals in puts and calls, are to be made by the clearing house association of the chamber, if the plan under consideration is adopted. Under the arrangement proposed each firm that deals in privileges will submit a report each morning to the manager of the clearing house, accompanied by a check for the balance due. Heretofore the differences have been settled by the messengers of the various firms.

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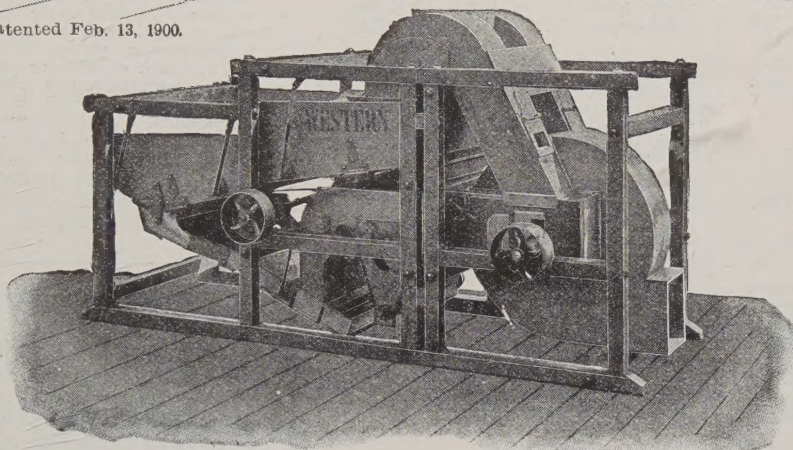


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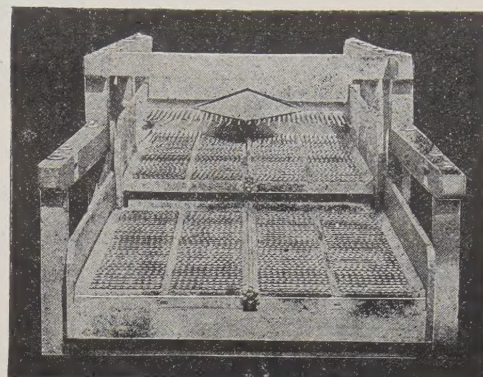
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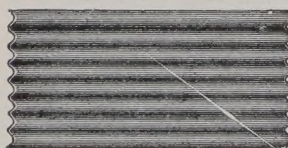
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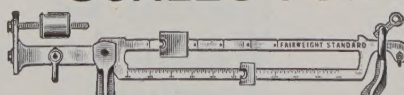
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Oats

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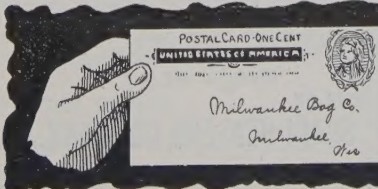
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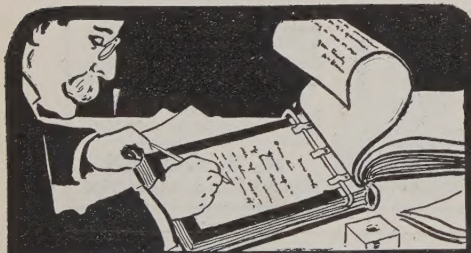
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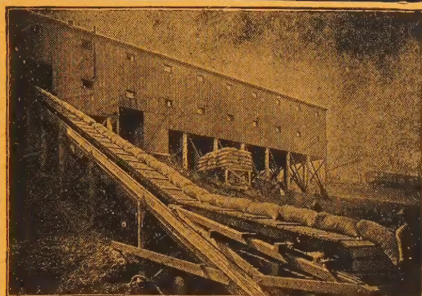
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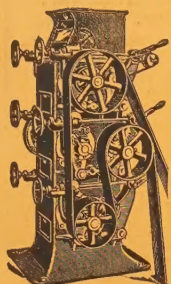
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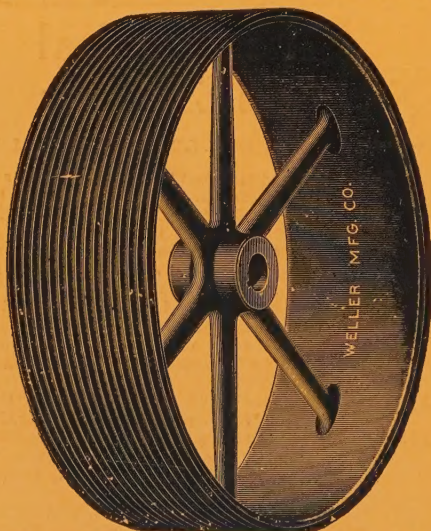
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